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Collapse of Gold Standards Abroad Is Benefiting American Warehousing

With Our Dollar Buying More, Merchandise Is Arriving in
Unprecedented Volume to Enter Storage for Several Years

By H. A. HARING

WE Americans have been so completely enveloped in our business woes of late that, quite possibly, we miss items in the news which, if we rightly understood them, would help us improve our own conditions. One such bit has been the collapse of the gold standard in almost every country of the world except our own. This upheaval has distorted all values, not only in the nations immediately concerned but also has wholly upset the value of many commodities in our gold-standard land.

When, in the late summer of 1931, England went "off the gold standard," the Pound Sterling slid from \$4.86 in American money down and down until it touched a low of \$3.14 and closed the year 1932 in the neighborhood of \$3.35. The peso of Mexico has dropped from 49c to 30; the yen of Japan from 49c to 20; even the dollar of our neighbor, Canada, costs only 88c in our currency.

All these facts have won headlines in the morning newspapers. During the debt controversy of November and December they were much magnified in the news.

But, all too often, they meant far less to the merchandise warehouseman, as he thumbed through his paper, than the specifications for the new motor car among the ads, or the meaningless statistics of the sporting page among the news.

As a matter of fact, the collapse of gold standards outside our country and the resultant greater value to the American dollar are bringing to the merchandise warehouse the greatest possible lot of new business volume that our industry has experienced in many a year.

There hangs over warehousing in the very immediate future such an amount of large volume storing that, for those warehouses which get the business, all the losses from trucking competition and railroad delivery will become almost as nothing.

The new business is bulk storage, of a sort so generally

noted for its disappearance these recent years. It is the type of goods which fills a whole warehouse floor or asks for a long-time lease of space on a rental basis.

Just as our country (along with one or two unimportant lands which have maintained gold standards) is the only one to benefit from the internal troubles of those nations which have been forced off of gold, so within the United States the warehousing industry stands to profit from this upheaval of values in commodity prices.

For twenty cents Woolworth can today purchase in Japan what would have cost fifty cents only a year ago.

For 3.4c Westinghouse can buy copper in Africa, which is worth nearly twice that much a pound in New York the same day and which formerly cost five times that much and was three times the price a year ago.

The A. & P. can buy pink salmon in one-pound tins, delivered duty paid at Pacific ports, for \$2.25 per case of 48 tins, as compared with the domestic price of \$8.

Macy's can stock the basement counters with table glassware from Czechoslovakia and the first-floor counters with velveteens and ribbons from England for about one-fourth the former price of the identical goods.

Over the entire world Uncle Sam's gold dollar buys today more goods than ever before has been possible.

Merchants of the United States are using the enhanced purchasing power of the dollar to give their customers all sorts of goods at lower prices than ever have been possible. Manufacturers of this country, who require raw materials from foreign lands, are now able to stock those materials at unprecedented lows.

Our dollar buys more when spent for imported goods.

The low point of foreign exchange—which means the high point of purchasing value for the dollar—came in the late summer of 1932 and the early autumn. Astute specialists and the bankers who deal in foreign bills have,

for some months now, been warning their customers to "buy now" if they desire to lay in big stocks of foreign goods "for the rise" in price.

Thus one hears in banking and speculative circles such items as that "The — Corporation has bought 15,000 tons of copper"; or "The — Tire Company has enough crude rubber for four years"; or "The — Jobbing House has 8000 tons of cocoa fibre mats on the way from India"; or that "A single shipment of 20,000 cases of canned salmon has reached New York direct from Hakodate," the almost unknown seaport of Yezo Island in Japan."

The ordinary explanation is that a concern has "bought ten carloads of seeds on speculation" or a vast quantity of barley malt from Canada in anticipation of prohibition repeal, but, in truth, the real facts lie yet deeper in the world of finance and banking.

It is the plunge of foreign exchange which has given such a new opportunity for Americans to get rich.

Our dollar buys more, just now, abroad than at home. Corporations and speculators are buying goods where the dollar buys most, and plan to hold them for a profit. That profit will come when foreign countries begin to get on their feet financially. With every step of their currencies upward toward "par" (that is, a renewal of payments in gold) our dollars will buy less. It is not, by any means, necessary for these speculators to wait until full parity is resumed in order to cash in on their ventures. Every time the Spanish peseta goes up one cent from its present point of about 8c, the American corporation or speculator has a paper profit of 12½ per cent; every time the Brazilian milreis advances one cent from its present 6c, the profit is 16 2/3 per cent. Even with goods bought throughout the British domains, each 10c improvement in the London quotations means a profit of more than 3 per cent.

Any one of these profits may be at once converted from "paper" into cash merely by selling the warehoused goods and liquidating the loan against them. The operation is as simple as closing out an account with a broker of stocks.

Some Examples

FOR the Christmas trade of this winter American merchants were able to supply your tree and mine with electric bulbs at new prices. For these tiny bulbs the wholesale price, delivered at any city in this country, freight and duty both paid, was so long that it shattered even so great a corporation's marketing as General Electric. One dollar bought 32 of these bulbs, compared with 17½ a year ago.

America consumes about 60,000,000 of these bulbs for lighting our Christmas trees. The highest number ever imported before this year was about 15,000,000, but, for 1932, Japan supplied 48,000,000 and American factories only 12,000,000. General Electric was so severely hit that it closed down its plants at Cleveland and Buffalo and was able to operate only a portion of its Newark factory.

This example is an extreme one, for

the reason that the market for Christmas tree bulbs is one where the purchaser thinks only of price and nothing of quality. "Service" or "hours of wear" or "rate of current consumed" do not factor. The buyer knows that the bulb is wanted only for a few days; that the kids will see to it that breakage is high regardless of quality. Nevertheless we have in this item an excellent illustration of what depreciated currency, in the foreign land, means to us in gold-standard America. No other nation in the entire world was able to purchase Christmas lights so cheaply as we. We are the biggest market. The Japanese therefore concentrated their selling on the great five-and-tens and department stores of the United States.

A similar condition exists with reference to larger bulbs, but, with these, a purchased uses more discrimination. He here buys with a thought to ultimate values and remembers the lesson of the advertisements to the effects that American-made bulbs are more efficient by some four-to-one or higher ratio. Yet, even for these sizes, American merchants are today selling us 340,000,000 a year of Japanese manufacture, as compared to a former 19,000,000. I know of one chain store which has now in store three warehouse floors of these bulbs, bought in anticipation of higher prices at wholesale. I have been told of another which, as reported to me, has four floors under lease for these goods in public warehouses at four port cities.

Japan is the manufacturing source also for many articles of rubber and cotton. One of these is tennis shoes, or "sneakers" as our youngsters speak of them.

A year ago one American dollar would buy 6 sneakers, laid down in this country with freight and duty paid. In November, 1932, that dollar would buy 14 similar tennis shoes; last July, if a buyer had been in the market at precisely the right time, he might have gotten 17 for his dollar. You can imagine what such a price means to Firestone or to Goodrich or to Hood.

It is not, however, our purpose just now to take on the worries of the injured American manufacturer. The point of importance to our warehouses is that buyers in this market are stocking up with sneakers, buying while the price is low, for the sake of a merchandising profit when the price rises to something like normal.

Toys and glassware, originating all through central Europe as well as in China and Japan, present quite a similar situation. Artificial flowers and hairpins, safety matches and aluminum articles, sugar and tuna fish, flavoring extracts and heavy acids, craft wrapping paper and electric motors, even steel rails and manganese ores—along with a hundred other commodities—have witnessed, during 1932, a tremendous upheaval in price. Any article, in short, obtainable from foreign sources in competition with American products offers the American purchaser a wide opening to buy his needs abroad.

No such condition has ever existed before.

The Anti-Dumping Tariff

JUST after the war we did have, for a brief interval, something approaching the present situation.

It arose from war conditions, complicated by very high wages here and by many foreign nations being then off the gold standard. Country after country was accused of deliberately dumping their goods upon us, at prices below the cost of the same goods in their own country.

In 1921, therefore, Congress adopted the anti-dumping tariff. This provides for a Tariff Commission, as a subsidiary of the Customs Bureau, which investigates any charges of dumping. In case it is found that a foreign country is thus unfairly competing with our industries this Commission recommends to the President a revision of the existing tariff and he is authorized, by proclamation and with 30 days' notice to alter the tariff.

It was, of course, the intention that existing rates would be raised enough to counter-balance the "dumping."

At that time Canada was the principal offender, as viewed by our own industries. Shortly after the 1921 enactment, the import duty was raised on Canadian products such as: plastic brick, wheat flour, castings, fountain syringes and other rubber articles, canned raspberries, oxide of iron, roofing felt, rugs, veneers of several types, composition chair seats, etc.

Then, as the world readjusted itself and as the principal nations returned to the gold standard, our anti-dumping Act became a sort of dead letter on the law books. The economic laws of supply and demand, helped by uniform gold bases for exchange, took care of the situation without aid from the President.

1932, however, brought the Act again into operation.

In eleven years there had been only 33 tariff changes for the purpose of counteracting efforts to dump goods on us. But, after the world-wide breakdown of gold standards in September, 1931, new waves of low prices for goods shipped into the one great gold-paying country—our own, of course—aroused many of our manufacturers to protest about dumping. The low prices, while nice for American customers, spelled ruin for American manufacturers. Electric lamp bulbs alone caused a loss of about three million dollars in factory payrolls during 1932.

Then, upon formal recommendation, the President invoked the anti-dumping regulation against safety matches in the closing weeks of 1931. The blow fell mostly on Austria, Estonia, Finland, Holland, Latvia, Norway, Poland, Soviet Russia and Sweden—and it is believed in financial circles that the increased import duty was a "blow" in more senses than one, for it is quite probable that it precipitated the suicide of Match-King Kreuger and the collapse of his corporations.

Another application of the law was made against Germany, Belgium and Poland as applied to their dumping of ammonium sulphate, which is largely used in the chemical industries and in the manufacture of fertilizer.

Early in 1932 the makers of electric light bulbs asked the Tariff Commission for protection against the invasion from Japan. The salmon packers of the Northwest did the same, calling attention to the rotting tuna fleets of southern California which had been put entirely out of business by lower-priced imported goods of recent years. These industries were followed by others to such an extent that one tariff authority said, in mid-summer of 1932:

"There's such a pilgrimage of irate manufacturers to Washington that it ought to pay the railroads' deficit."

One and all they demanded additional import duties equivalent to the difference between the price for domestic-made goods and foreign-made.

The President ordered anti-dumping investigations into about 70 commodities. It may be interesting to list those under scrutiny up to the final days of December, as a suggestion to warehousemen of the goods for which the situation is especially critical. They are:

Abrasives.
Agricultural hand tools.
Aluminum.
Aluminum ware.
Ammonium carbonate.
Ammonium sulphate.
Ball bearings.
Barley malt.
Binoculars.
Bottles.
Braids of hemp.
Carpet.
Casements of steel for windows.
Cast iron pipe.
Cement.
Cherries.
China accessories.
Chinaware.
Crabmeat.
Cotton goods.
Cocoa fibre mats.
Coumarin.
Electric lamps.
Fertilizers.
Flowers, cut.
Flowers, artificial.
Football, toy rubber.
Footwear, rubber.
Frames of steel for hand baggage.
Glassware.
Garden tools.
Graphite.
Hairpins.
Leather for uppers.
Lumber.
Malt.
Manganese ore.
Manganese silicate.
Matches.
Motors, electric.
Mouldings and carvings.
Netting, cotton fabric.
Novelties.
Oil, bunker or fuel.
Paper, Kraft.
Paper, wrapping.
Paper stock and sulphite.
Piano parts.
Pig iron.
Pine.
Potatoes.
Pot cleaners.
Quicksilver.
Quinine sulphate.
Rags for wiping.
Ribbons.
Rope.
Rope, wire.
Rugs.
Rubber goods.
Salmon, canned.
Silica sand.
Silver phosphate.
Skates.
Sodium sulphate.
Starch.
Stearic acid.
Steel products.
Sugar.

Tableware.
Terpineol.
Thermostats.
Thumb tacks.
Tires.
Tuna fish.
Upholsterers' supplies.
Vanillin.
Velvet and velveteens.
Wooden rulers.
Wood pulp.
Woven wire fence and netting.
Wrenches.

Not "Dumping" After All

THESE manufacturers argued loud and long for relief. They have received little help.

The Tariff Commission demands, and under the law is required to find, indisputable evidence that "dumping" exists. It has not been possible to prove anything of the sort, so far as most of the complaints have been concerned.

The trouble is not "dumping" after all. It is the world-wide depression, and, most of all, the depreciation of foreign currencies.

The yen, worth today about 20 cents, hires as much labor in Japan and buys as much of raw material in that country as it did when quoted at 49 or 50 cents. Within Japan it is still the yen. But, when the American merchant comes into the market to purchase goods, his dollar, which formerly was equal to 2 yen, is now swollen to 5 yen. The Japanese manufacturer can sell, for export but not for domestic consumption, for about 40 cents on the dollar, as expressed in American dollars. Yet, in Japan, he is getting the old price, measured in yen—the currency in which he pays his bills.

"Dumping," then, can not be blamed for most of these ills. The lapse of most of the world from the gold standard, plus our remaining able to pay in gold, has upset prices in international trade. The Tariff Commission has applied the flexible features of the tariff to remedy some gross inequalities, although caused more by currency than by attempts at dumping; but, taken all together, American manufacturers have received very little aid from Washington for their complaints.

On Jan. 13, 1933, under the thirty days' notice, a handful of duties went up. German exporters must pay 60 per cent ad valorem, instead of the former 40, for wooden rulers and rulers of other materials, when they ship to America; optical goods from Europe face increased duties for some instruments; upholsterers' nails and tacks and some other supplies are raised about 50 per cent; mats of cocoa fibre from India are increased from 8 cents to 12 cents a square foot.

Further reports and recommendations of the Tariff Commission will appear from month to month, but, at the close of 1932, nearly every item they have investigated has resulted in the decision not to recommend a change. The flexible tariff is not elastic enough to measure so unstable a thing as day-to-day fluctuation of currency; nor was it intended to meet any such situation.

The flood of low-priced foreign commodities will continue to flow to our shores.

At the close of 1932 there was much evidence that it would be a really tremendous flood during 1933.

"Now" is the Time

SAID the chairman of one of our greatest banks, during the month of November:

"Now is the time to buy foreign goods.

"It really was about four months ago but none of us could see it. Maybe all the calamity howling of the campaign blinded us to the facts.

"Now is the time, and for two reasons.

"The first reason is that all over the world conditions are improving. Rates of exchange are stiffening every week—and that means that our dollar buys a little bit less of goods every week. The possible margin of profit gets narrower every time the exchange rate stiffens.

"The second reason is that we are all agreed that our own country passed the low point for commodity prices last July. For two years American-made goods have been slipping in price. That's over.

"Anyone who wants to stock for a long pull, or if he is a speculator in commodities, has the opportunity of a lifetime now, right now."

Bulk Goods for Warehouses

MANUFACTURERS who use raw materials from abroad are laying in stocks for the future.

One maker of cigarettes now has in warehouses in this country enough Turkish and Egyptian tobacco to last seven years! The exceptionally low cost, due to those countries being off the gold standard, offsets many, many times the cost of carrying this huge stock of tobacco.

The rubber companies have fortified their future costs by importing crude rubber in the same manner.

Nor do these concerns warehouse their purchases at foreign ports.

The reason is plain.

Imports duties, as goods enter this country, are levied on the value, in American dollars, at the place of origin. Wherever those duties are on the ad valorem basis (a percentage of the price) it would be ridiculous to delay importation. If an importer brings in goods from Spain, at 50 per cent ad valorem, the import duty would cost him 9.5c. per peseta when Spain is on the gold standard and its peseta worth 19c. American money; but, today, with the quotation at 8c, the duty drops down to 4c. The consular invoice is written in foreign currency but, for assessment of duty, is valued at the New York quotation for exchange in effect at the time.

Merchants, too, are looking ahead.

Particularly is this true of the country's principal cash buyers—the department stores and the chain stores. Their buyers are searching the civilized world for bargains. Undoubtedly brokers for foreign manufacturers are losing no opportunity to offer their wares to these same buyers, because they are known to be in position to pay cash.

Times almost without number, during the past six months, men have told me

personally of what their concerns are doing in this matter. They are stocking goods for two, three, sometimes five, years ahead. The savings are so great that carrying charges hardly count against the profit.

To store these goods they are taking over warehouse space in bulk; often, of course, on a space rental basis. Naturally, too, the major volume will be concentrated at the port cities, where the goods will await shipment to interior points as demand arises. A manufacturer is apt to do this because he is accustomed to handling raw materials in bulk at the ports.

The merchant, however, is not in the habit of holding surplus stocks at distant points. The department store feels safe to offer goods only when an ample stock is stored in the same city, so close at hand that it may be requisitioned in an hour. Even the chain stores have learned that the only way to control inventories is to have warehouses at all marketing centers. Customers of the chains have been so thoroughly trained to "cash and carry" that it never occurs to them to order for delivery an article not actually in the store. Nor do the chains encourage orders for "tomorrow." Even the local managers are not authorized to promise any item not on hand at the time or known for a certainty to be en route from warehouse to his store.

Thus it results that merchandising

concerns, as they buy foreign goods for the future, prefer to forward the cases from seaport to some warehouse in their own city. In this manner, these bulks of low-priced goods are being fairly well scattered over the United States as they are received from shipboard. Although raw materials, destined for manufacturing establishments, tend to remain in port warehouses, just the reverse seems to be true of manufactured goods imported for resale, even when the importing merchant expects that he is laying in a stock for the long future.

Prospective Storage

NO one will deny that these low-priced goods are a menace to our domestic manufacturing. The ordinary competition between home-made goods and foreign has suddenly been upset. All foreign goods, and almost everything coming from abroad, can today be bought for less money, for shipment to America where we pay in gold, than similar goods produced at home. This is most unfortunate for the country as a whole. It undoubtedly will retard the recovery, because money which ought to be staying at home and giving employment to our own men is going abroad to pay for labor in other lands.

This is a broad economic situation, precipitated by world-wide conditions. But it is not a matter which the warehouseman can alter even if he were to make the attempt.

It does, however, bring to the warehousing industry a great boon.

Larger quantities of foreign goods than this country has ever known are being received and will continue to enter our ports for another year—larger quantities, that is, over and above immediate demand. It is, in fact, one of the few times when our country has deliberately imported great bulks of goods in anticipation of rising prices. Probably it is the only time we have ever done this thing for commodities as a whole. The only instance in the past has been for a single commodity, where a world-shortage was impending and where a single industry sought to protect itself against famine prices to come.

Now, however, we are to receive goods of almost every description, especially the ordinary commodities which sell at popular prices through chain stores, department stores and similar retail outlets.

These goods will repose largely in public warehouses, with every prospect of staying in store for several years.

They offer, in prospect, the greatest forward-looking volume of storage that our merchandise warehousing has seen since the war.

Turnover while the goods are in store will be small, because the goods are being accumulated for a long pull. They will be held until wide up-swings in commodity prices make it possible to convert the "paper" profits into cash.

Storage Over-Expansion Is Noted by I. C. C. Examiner in St. Louis Tariff Dispute

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

CONSTRUCTION of huge warehouse facilities, which later proved to be white elephants because of the business slump, does not entitle the warehousemen to reduced freight rates or permit them to compel railroads to utilize their facilities when the carriers already provide adequate facilities elsewhere, Examiner William A. Disque, of the Interstate Commerce Commission, has held, in effect, in a proposed report in Docket 25536, General Electric Co. v. Alton Railroad, et al.

The complaint alleged, in substance, that refusal by railroads serving St. Louis to provide free loading and unloading, at Midwest Station, of interstate carload package freight switched for connecting line-haul carriers by the Illinois Terminal Co., was unreasonable and unduly prejudicial.

Midwest Station is a 7-story concrete structure, recently completed in the downtown business section of St. Louis at a cost of "many millions of dollars," according to Mr. Disque. It is owned by the Midwest Industrial Development Co., which is owned by the same interests which control the Illinois Terminal Co.

This station and Mart Station, owned by the Terminal Railroad Association of St. Louis, "represent over-expansion during the late period of prosperity," Mr. Disque said. Plans for both projects

were conceived prior to 1929, he said, when business prospects were good and when it appeared there was need of more stations of that kind.

Midwest Station was opened in the fall of 1932 "and so far is but little more than a great empty shell," Mr. Disque said, its only tenant now being the General Electric Co., which occupies about 36,000 square feet on the second floor.

The Illinois Terminal Co., the only line which serves Midwest Station, is willing to perform free of charge loading and unloading, including incidental hand trucking, between cars and the foot of elevators in the station, for distances ranging from 10 to 150 feet, provided it gets a line-haul movement out of the freight.

Most of the General Electric Company's traffic, however, is switched from carriers connecting with the Illinois Terminal. At present, the Midwest Industrial Terminal Co., operator of the warehouse, is permitted access to the building's track floor to load and unload freight of the General Electric Co. It is understood by all, however, that this is a temporary arrangement and the Illinois Terminal has served notice that as soon as there is a substantial amount of business at the station, it will, for practical operating reasons to avoid congestion and confusion, bar all but its own forces from the track floor and insist on doing the loading and unloading itself, and will make a charge for such service,

except where it receives a line-haul.

Due solely to the different practices respecting loading and unloading, rates of the defendant line-haul carriers are higher to Midwest Station than to the Mart Station or Cupples Station, another place affording warehouse facilities.

Mr. Disque conceded that this might result in prejudice against Midwest Station, but said it must be kept in mind that the interstate commerce Act prohibits only undue prejudice. Too often, he said, there is a tendency on the part of litigants to disregard those considerations which warrant, justify and excuse discriminatory treatment of shippers, commodities and localities.

He pointed out that the carriers had at least ten individual on-track stations in St. Louis and five off-track stations reached through the agency of the Columbia Terminals Co., a trucking concern which transfers freight for the line-haul carriers.

"After a carrier has established reasonable facilities for the receipt and delivery of freight, it does not have to provide additional facilities of the same kind elsewhere to meet the wishes of other parties," said Mr. Disque. "Individual carriers, as ordinary everyday business institutions, have not, under regulation, lost all of their rights to protect themselves in a business-like way from the forces of waste and competition."

—Stephens Rippey

A. W. A. Assails Government Competition and Favors Federal Truck Regulation

Militant Convention at Cincinnati Adopts Unprecedented Number of Constructive Resolutions—Vallee O. Appel Elevated to General Presidency, and Sidney A. Smith and William J. Rushton Head the Two Divisions.

By KENT B. STILES

WITH a registration of about 250 delegates and ladies and guests, the American Warehousemen's Association held what an observer would call its most intensive convention, from a strictly business viewpoint, in many years, when it assembled at Cincinnati on Jan. 14-17 to consider the varied problems which confront the industry as a result, in some measure, of the national depression and its attendant evolution in distribution. It might be said, with solid basis for the statement, that the executives who went into session appreciated as never before the constructive value of cooperative effort as reflected by association activity, and that throughout the discussions was exhibited an unprecedented militant attitude toward agencies, Government and otherwise, which gradually have been broadening their encroachment upon the field of public warehousing. It was the American's forty-second annual.

Resolutions adopted—and they exceeded in number any presented for action at a previous A. W. A. gathering—gave mandates to the general officers to:

Cooperate with the Government's Reconstruction Finance Corporation.

Combat Federal competition through barge line operations and Army Bases and the warehouse and Farm Board Acts.

Work for extension of the uniform warehouse receipts Act in the only four States where it has not become law.

Encourage cost accounting.

And the association:

Went on record favoring Federal regulation of interstate motor truck transportation.

Expressed its conviction that warehouse rates should be maintained.

Requested the Reconstruction Finance Corporation to grant warehousing a hearing before advancing funds for any storage and distribution project involving warehouse construction.

Commended the Shannon Congressional committee investigating Government competition with private business enterprise.

Indorsed the "share the work" movement.

Recommended to members the use of the slogan "Choose Your Warehouse as You Would Your Banker."

Suggested that the administration of the United States warehouse Act be transferred to the Treasury Department or the Department of Commerce but that meanwhile the association consider an attempt to have the Act repealed.

Voted to create a permanent board to make annual awards to persons advancing the business and science of warehousing.

These resolutions, which by the association's ballot will be brought to the attention of Senators and Representatives and other legislators, are published in full on pages 14 and 15.

The merchandise division withdrew its sponsorship of the occupancy and tonnage figures being compiled monthly by the Bureau of the Census of the Department of Commerce; and the Association of Refrigerated Warehouses, otherwise the cold storage division, expressed its thanks to the Warehousemen's Protective Committee for the latter's "valuable work before the Interstate Commerce Commission" in attempting to divorce the eastern trunk line railroads from their warehousing operations.

Vallee O. Appel, president of the Fulton Market Cold Storage Co., Chicago, was elected general president in succession to Elmer Erickson, vice-president of the Midland Warehouse & Transfer Co., Chicago. Mr. Appel had served several terms as president of the cold storage group.

The merchandise division reelected as its president Sidney A. Smith, vice-president of the Currier-Lee Warehouse Co., Chicago; while the cold storage division chose William J. Rushton, vice-president of the Birmingham (Ala.) Ice & Cold Storage Co., to succeed Mr. Appel as president.

Prior to the American's convention the American Chain of Warehouses and Distribution Service, Inc., held their annual meetings, each group reelecting its president—the Chain, Alton H. Greeley, president of the General Storage Co., Cleveland; and Distribution Service, Ernest V. D. Sullivan, president of the Terminal Warehouse Co., Philadelphia.

The sessions were held at the Hotel Gibson. The activities are here reviewed:

FOLLOWING formal opening of the convention by President Erickson, and invocation by the Rev. James Thomas, of the Hyde Park Community Church, an address of welcome was made by Charles P. Taft, 2nd, Cincinnati attorney, a son of President William Howard Taft. Mr. Taft expressed opinion that business had reached bottom and

said the problem was how to get it started upward. Declaring that technological unemployment had no part in this problem, he suggested that discussion of it be deferred until after the jobless had been put to work, and he urged application of the barter system as one way to aid unemployment.

Frank A. Horne, New York, in the

response to the welcome, eulogized the city manager plan of Cincinnati, saying it should be used as a model by other big cities seeking effective and honest administration.

W. W. Morse, Minneapolis, and Gardner Poole, Boston, and Harry C. Herschman, St. Joseph, Mo., past general presidents, were called to seats on the plat-

form, and after William B. Burruss, A.B., LL.B., New York, had made an inspirational talk on "Facing Facts Courageously," President Erickson read his report for the general board of directors.

Warehousing, along with other industries, had "taken a lot of punishment," during the past year especially, Mr. Erickson said, but that had made "for a close bond and better understanding," making warehousing "better able to do our job today and plan for tomorrow."

The president reviewed the association year activities. Alluding to the Reconstruction Finance Corporation's policy favoring receipts of warehouses licensed under the United States Warehouse Act, he urged "definite action" by the association; for, he emphasized:

"The time has come for us to impress upon the Reconstruction Finance Corporation, other governmental bodies and agencies, as well as bankers generally, the part that the public merchandise and refrigerated warehousing industries of the country take in warehousing, financing and marketing of agricultural products."

Mr. Erickson urged preparation in the event that some time an effort might be made "to regulate the warehousing business on our great disadvantage as free citizens." He said:

"Continued study, and that only, of such regulatory bills as might meet with the general approval of practical warehousemen, with due consideration given to shippers and the public interest, might prove a most valuable activity of the association should the time come for offering a substitute for that which is proposed by those who know little or nothing of our business."

The president alluded to various forms of Government competition with private enterprise, and suggested that the association members learn in advance how candidates for public office "feel and act in regard to this subject, for bound up in it is the very stability of our form of government."

Mr. Erickson spoke of the "continued harmonious cooperation" between the A. W. A. and the National Furniture Warehousemen's Association through the Council which ties them at the top; and declared that "in this period of readjustment," when "a united business front is necessary," the Chamber of Commerce of the United States and the International Chamber of Commerce merited support.

The president considered it significant that, with trade associations generally fighting to weather the storm in the period of readjustment, the A. W. A. had succeeded in retaining 95 per cent of its membership during the year just closed—a loss of only 30 out of 569 at the end of 1931. Total membership today was 539—344 in the merchandising and 195 in the cold storage division. Turning to conditions generally, Mr. Erickson said:

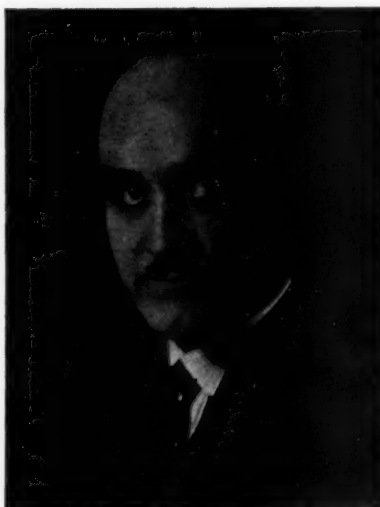
"The effects of this depression did not strike telling blows upon our industry until after the first quarter of the year just ended. It is fortunate that when

the real effects of decreased volume reached us we found that warehousemen generally were prepared to meet the situation by reason of their keeping informed and in many cases having already made adjustments to meet newer conditions.

"Credit conditions, curtailment of retail, jobber and manufacturing outlets, resulting from decreased purchasing power, have reduced stocks to the lowest in history. As a consequence, occupancy in both branches in the industry is down from 50 to 70 per cent, which has naturally resulted in a greater struggle for new business and keener competition.

"Our rates have been forced to the very lowest and non-profit levels by this bitter competition and by many patrons who, as a consequence of ruinous price-cutting now generally engaged in in business, seek through us, as warehousemen

Vallee O. Appel



New general president

or landlords, among others, to recoup some of their losses.

"To check destructive competition and breakdown of rate levels is today one of our greatest responsibilities. Rate adjustments with the trade have resulted in rates considerably lower than a year ago. These newer rates should be recorded in new tariffs and rate schedules. Any implied higher level or false schedules will only tend to encourage extension of our industry and add to the confusion. We must continue to encourage the use of published rates in the interest of the public as well as ourselves."

In order to chart successfully a course for the future, Mr. Erickson said, "the new and changing markets, changing methods of distribution, and revamped sales methods all demand cooperative study," and "we should give organized thought to possibilities of new service to sell." The association itself had "stood the test of another difficult year," he declared, and was "ready to forge steadily

ahead, rendering improved and enlarged service through its increased sphere of influence and prestige."

Russell Wilson, Cincinnati's mayor under the city manager plan, entered the convention room during the report by Mr. Erickson, who interrupted his talk to introduce the city official. Mayor Wilson addressed the delegates with a clear-cut explanation of how the city manager plan functions so that the municipality's business is run on a non-partisan and non-political basis.

The R. F. C. Policy

FOLLOWING brief reports by Wilson V. Little, Chicago, as general secretary, and David H. Van Name, New York, as general treasurer, the subject of the Reconstruction Finance Corporation policy was brought to the fore by A. T. Gibson, San Francisco, in an address on "Our Relations with the Bankers and with the Federal Government."

Speaking as national chairman of the merchandise division's committee on banking relations, Mr. Gibson, after asserting that warehousing's relations with commercial banking had never before been so friendly and intimate, declared that the Government had gone into the banking business through the Reconstruction Finance Corporation. Alluding to the R. F. C. policy that the receipts of Federally-licensed warehouses be insisted on, he called attention to the fact that less than 1 per cent of the A. W. A.'s members are licensed under the United States Warehouse Act. He read the telegram which President Erickson sent to Atlee Pomerene, chairman of the R. F. C.'s board, and Secretary Little's letter to Mr. Pomerene, both dated Dec. 5, in protest against the Corporation's restriction against receipts issued by A. W. A. members. Mr. Little's letter was published in full in the January *Distribution and Warehousing*.

Mr. Gibson developed that Mr. Erickson, not getting a reply from Chairman Pomerene by Dec. 21, sent a second wire and received a few days later a telegram which appeared to make the situation more favorable to warehousing, as it read:

"Regional Agricultural Credit Corporations have authority to make loans to farmers and stockmen fully and adequately secured by warehouse receipts covering commodities produced by them in storage evidenced by negotiable warehouse receipts issued by Federal licensed warehouses or those warehouses whose receipts are acceptable to Federal Reserve Banks or Federal Intermediate Credit Banks as collateral for loans made by them."

However, the belief that warehousing had met with some degree of success in presenting its contentions was shattered when Mr. Little received from Chairman Pomerene a letter, dated Dec. 24. Mr. Gibson read this letter to the convention, and it is quoted here in full:

"Your letter of December 5 relative to the operations of the United States Warehouse Act and the licensing of

1933 Personnel of Officers of American Warehousemen's Association, American Chain of Warehouses and Distribution Service, Inc.

A. W. A. General

President, Vallee O. Appel,¹ president Fulton Market Cold Storage Co., Chicago.
Vice-President, David L. Tilly,¹ president New York Dock Co., New York City.
Treasurer, David H. Van Name,² president F. C. Linde Co., New York City.
Secretary, Wilson V. Little,⁴ Chicago.

A. W. A. Merchandise Division

President, Sidney A. Smith,² vice-president Carrier-Lee Warehouse Co., Chicago.
Vice-President, Samuel G. Spear,² treasurer Wiggan Terminals, Inc., Boston.
Treasurer, John P. Feuling,² president Central Warehouse Co., St. Paul.
Executive secretary, Wilson V. Little,⁴ Chicago.
Executive committee members: R. M. King,¹ president King Storage Warehouse, Inc., Syracuse, N. Y.; Theodore F. King,¹ secretary Arrow Transfer & Storage Co., Chattanooga, Tenn.; William A. Sammis,¹ vice-president Central Storage Company, Kansas City, Mo.; Roy Binyon,² president Binyon-O'Keefe Fireproof Storage Co., Fort Worth Tex.; A. T. Gibson,² president Lawrence Warehouse Company, San Francisco; Ernest V. D. Sullivan,² president Terminal Warehouse Company, Philadelphia.

Association of Refrigerated Warehouses (A Division of A. W. A.)

President, William J. Rushton,¹ vice-president Birmingham Ice & Cold Storage Co., Birmingham, Ala.
Vice-President, E. G. Erickson,¹ vice-president Central Cold Storage Co., Chicago.
Treasurer, George D. Liles,² manager Terminals & Transportation Corporation of America, Buffalo, N. Y.
Executive secretary, William M. O'Keefe,⁴ Chicago.
Executive committee members: J. Q. Adams,¹ & ² vice-president The Manhattan Refrigerating Co., New York City; F. E. Fregeau,¹ treasurer Northern Cold Storage & Warehouse Co., Duluth, Minn.; Harry S. Hall,¹ vice-president Grand Trunk Railway Terminal & Cold Storage Co., Detroit; J. Q. Patton,¹ manager Security Warehouse & Cold Storage Co., San Jose, Cal.; Frank H. Robie,¹ treasurer New England Cold Storage Co., Inc., Portland, Me.; E. M. Dodds,² president United States

Cold Storage Company, Kansas City, Mo.; D. P. Kennedy,² vice-president Seaboard Terminal & Refrigeration Co., Jersey City, N. J.; N. S. Von Phul,² president Scobey Fireproof Storage Co., San Antonio, Tex.; H. J. Zwicker,² storage manager Merchants Ice & Cold Storage Co., Louisville, Ky.

American Chain of Warehouses

President and Chairman of Board, Alton H. Greeley,² president General Storage Co., Cleveland.
Vice-President, S. M. Haslett,² president Haslett Warehouse Co., San Francisco.
Secretary and treasurer, David H. Van Name,² president F. C. Linde Co., New York City.
Directors: the three officers; and D. S. Adams,² president Adams Transfer & Storage Co., Kansas City, Mo.; Horace C. Avery,² vice-president Union Terminal Warehouse Co., Jacksonville, Fla.; R. W. Dietrich,² president Deitrich & Wiltz, Inc., New Orleans; Elmer Erickson,² vice-president Midland Warehouse & Transfer Co., Chicago; Edward G. Mooney,² president Hartford Despatch & Warehouse Co., Hartford, Conn.; Edward Wuichet,² president Union Storage Co., Dayton, Ohio.

Distribution Service, Inc.

President, Ernest V. D. Sullivan,² president Terminal Warehouse Company, Philadelphia.
First Vice-President, E. H. Bacon,¹ vice-president Louisville Public Warehouse Co., Inc., Louisville, Ky.
Second Vice-President, Joseph G. Temple,¹ New York City.
Third Vice-President, P. W. O'Dea,¹ Chicago.
Treasurer, S. C. Blackiston,¹ vice-president Bush Terminal Company, New York City.
Secretary, Joseph G. Temple,¹ New York City.
Directors: John P. Feuling,¹ president Central Warehouse Co., St. Paul; H. F. Hiller,¹ president San Francisco Warehouse Co., San Francisco; W. F. Long,¹ manager S. N. Long Warehouse, St. Louis; Frank F. Powell,¹ president Henry Coburn Storage & Warehouse Co., Indianapolis; Sidney A. Smith,¹ vice-president Carrier-Lee Warehouse Co., Chicago; Jay Weil,² president Douglas Public Service Corporation, New Orleans; and the president.

¹New. ²Re-elected. ³Holdover. ⁴Appointee. ⁵Elected to fill unexpired term of A. B. Efrogensen, Cleveland, resigned.

warehouses thereunder is very interesting, and I take pleasure in acknowledging same.

"This Corporation has not issued formal regulations requiring that Federal warehouse receipts be furnished as security for loans. However, we recognize in the administration of the United States Warehouse Act a uniform type of supervision which affords the holders of receipts issued thereunder a highly desirable form of protection.

"I am sure you are aware of the difficult task with which this Corporation is confronted in attempting to make loans on warehouse receipts covering agricultural commodities in the various States.

"While we understand that the uniform warehouse receipts Act has been adopted by a large number of States,

yet we do not understand that there is any uniformity of regulations in the various States governing those who operate under this Act and we believe that strong regulations and the proper administration thereof are, after all, the things that lend value to a warehouse receipt.

"We are advised that the administration of the United States Warehouse Act is uniform in all of our States, and, therefore, this Corporation, making loans in widely scattered areas, where the opportunity for close supervision is not present, feels that the supervision and inspection rendered by those in charge of this Act constitute a most valuable service.

"In cases where receipts of warehouses operating under the United States Warehouse Act are not available, we would

insist on periodical inspections of the warehouses and of the commodities therein, which is sometimes a difficult and expensive procedure, and for this reason, believe it to be to the advantage of the borrower to avail himself of the service rendered by the United States Warehouse Act when requesting loans from this Corporation.

"We do not, of course, question the integrity of the supervision of warehouses in the various States, as no doubt some of them are very good, but if we were to attempt to keep ourselves fully informed as to the regulations, and the charges in connection therewith, of the different States in which we are called upon to make loans, it would likely result in a delay in handling the loans, as well as creating additional expense. Furthermore, we understand that the warehouse

Resolutions Adopted at the General Sessions of the Am

COOPERATION WITH R. F. C.

WHEREAS, the Reconstruction Finance Corporation has been authorized by Congress to loan large sums of taxpayers' money directly and/or through its agencies, and many of these relief loans will be made upon warehouse receipts issued by independent warehousemen; and

Whereas, the American Warehousemen's Association is the only national trade association representing independent warehouses in all sections of the United States; and

Whereas, the warehouse industry represented by this association of refrigerated and merchandise warehousemen having a combined capital in excess of \$1,500,000,000 feel their responsibility in the part its members play in such a program as contemplated by the Reconstruction Finance Corporation; be it

Resolved, that this convention record that through its committee on banking relations it offers to the Reconstruction Finance Corporation every facility of its members and an offer to cooperate in every possible way in assisting the Reconstruction Finance Corporation at Washington, or through any of its branch offices, in the solution of any problems regarding the warehousing and safe bailment of merchandise that may present themselves in the carrying out of the purposes of the Reconstruction Finance Corporation.

COST ACCOUNTING

WHEREAS, a full knowledge of all of our costs is the only sound basis for the establishing of our rates and for the conduct of our business; and

Whereas, we pride ourselves that membership in this association carries with it the implication that the member has a good working knowledge of rate structure and of cost accounting; and

Whereas, this association has ever been in the forefront in developing methods and standards of accounting practice; therefore be it

Resolved, that continued efforts in the study of costs be urged on every member of the industry and that the respective divisions renew vigorously their educational work in cost accounting among the members.

GOVERNMENT COMPETITION

WHEREAS, this nation was founded on a basis of individual liberty, individual ownership and individual responsibility, and individual initiative and enterprise in the conduct of business, with freedom of opportunity for all, and

Whereas, the increasing incursion of Government activities in competition with private enterprise is not only un-American and foreign to our traditions and ideals but has also resulted in heavy losses with consequent increased burden on the taxpayer, and

Whereas, the members of the American Warehousemen's Association are now suffering from a number of competitive activities of the Federal Government, most conspicuous of which are:

1. Certain storage practices of the Government-owned Federal barge lines,
2. The administration of the United States Warehouse Act,
3. The utilization of surplus Government property for other than Government storage purposes,
4. Loans by the Federal Farm Board for the construction, purchase or lease of warehousing facilities where suitable existing facilities are available and procurable at reasonable rates;

Therefore, be it

Resolved, that in the opinion of this body it is not a proper function of Government to engage in any activity wherein suitable and satisfactory service can and is being rendered by private enterprise.

That we express our conviction that the present tendency to cure each new economic ill by a further extension of Governmental activity is wrong in principle and certain to result in greater ills in the future.

That we express our faith in the initiative, resourcefulness and character of the American citizen and our belief that a paternalistic Government is unsuited to a people of our national characteristics.

That we be heedful of the above principles in our individual contacts with our lawmakers and our public officials and that we, as individuals, should increasingly concern ourselves with the selection of suitable candidates for these offices.

MOTOR FREIGHT REGULATION

WHEREAS, the American Warehousemen's Association has always stood and stands for industrial economy, and has for its principal function the economic distribution of manufactured commodities throughout the United States; and

Whereas, such service has been availed of by virtue of and through the spread of freight rates between carload and less than carload by manufacturers and merchants to reach economically the ultimate consumer; and

Whereas, in recent years there has entered the field of transportation motor truck competition with railroads in the distribution of commodities; and

Whereas, the unregulated extent of that competition has reached a point where the interests of the members of this association have been, are, and will be seriously affected; and

Whereas, merchandising likewise has been, is, and will continue to be seriously affected by various rates offered and in effect by irresponsible, fly-by-night and unregulated motor transportation; and

Whereas, the jobbing interests of the country are becoming unsettled and chaotic on account of the varying freight rates available to the various communities through the want of uniformity in motor truck rates; and

Whereas, it is beyond the power of the various States effectively to cope with the situation; now, therefore, be it

Resolved, by the American Warehousemen's Association in regular meeting assembled, that we favor the enactment of laws by the Congress regulating the interstate, transportation of freight by motor trucks to the end that freight rates may be made uniform and equal, thus restoring to jobbers, manufacturers and warehousemen a knowledge of conditions which they must meet in the orderly distribution of merchandise throughout the country.

RATE MAINTENANCE

WHEREAS, the most unusual and trying economic conditions through which this country is now passing are creating new problems in all phases of business; and

Whereas, this association views with alarm the tendency toward unfair and unethical practices, in rate levels and otherwise, initiated in part by warehousemen themselves and in part by their customers; now, therefore be it

Resolved, that this body hereby record its strong conviction that the furnishing of service at less than cost, rebating directly or indirectly, and any other practices or acts which violate the ethics of the warehouse industry, whether initiated by warehousemen or their customers, can result only in ultimate harm to both and to the discredit of the industry.

RECEIPTS ACT

WHEREAS, some twenty-five years ago the American Warehousemen's Association did, in collaboration with the American Bar Association, the National Conference of Commissioners on Uniform State Laws, and the American Bankers' Association, promulgate the uniform warehouse receipts Act and procure its enactment in forty-four of our States; and

Whereas, as a result of this uniform law great benefits have accrued to the warehouse industry; and

Whereas, the States of South Carolina, Georgia, Kentucky and New Hampshire have not yet enacted this law; therefore, be it

regulatory bodies of some of the States depend upon legislative appropriations for funds to carry on their work which is oftentimes impaired by lack of sufficient funds.

"This Corporation was established as a temporary institution to meet an emergency and, therefore, we are obliged to use the most direct and effective means available for rendering assistance and do not feel justified in maintaining a department to keep informed relative to the warehouse regulations of the several States when we have in the administration of the United States Warehouse Act an agency which gives us the desired protection without additional cost or delay."

Mr. Gibson called the delegates' attention to the fact that Mr. Pomerene in his reply made no attempt to answer the

various points which Mr. Little had placed before him with regard to "dummy" warehouse concerns, etc.

Mr. Gibson emphasized that he held no blame against the Reconstruction Finance Corporation. He declared that the United States Warehouse Act administration would, if it could, induce the Federal Reserve Banks to take the same attitude toward receipts of independent warehouses that the R. F. C. had taken. The banking committee's chairman continued:

"I propose a new deal for the warehouse industry from Washington. We have let things get going without our influence and counsel. It's harder to stop them when they are going. Every industry and every business man has got to go into politics. Have you ever met your Representative or Senator person-

ally? Have you ever written them? Do they know you and that your industry is alive?

"Our trade association has no machinery set up for a barrage of propaganda and our members have not been taught to team. The machinery is simple and effective.

"It is the survival of the fittest, not the fittest.

"There has been a warehouse law on the books since 1916. It has been changed; the administrators have formulated rules of conduct and administration. Has any man of warehouse experience ever had a word to say? Has his advice been sought? On the contrary, our industry has been left outside in the cold. We have been treated like naughty children. We have shrugged our shoulders goodnaturedly unless it

of the American Warehousemen's Association at Cincinnati

Resolved, that we hereby reaffirm our belief in the excellence of the uniform warehouse receipts Act and recommend to our legislative committee and to our executive staffs continued diligence in procuring its enactment in the four States named.

RESEARCH AND AWARD

WHEREAS, it is in the opinion of this body highly desirable that proper recognition be accorded for meritorious research, the devotion of time and exceptional energy toward the advancement of the business and science of warehousing; therefore, be it

Resolved, that a permanent board of awards be established which shall consist of the past general presidents of the American Warehousemen's Association. This board of awards shall elect its chairman and vice-chairman.

This board shall consider such nomination for awards as may be made to it by the executive committee of the Association of Refrigerated Warehouses and by the executive committee of the merchandise division.

It is understood that three or more may be nominated for the award by each division each year, but that in only unusual circumstances shall more than a single award be made in each division.

Be it further resolved that the cost of the awards be borne by the general treasury of the association.

R. F. C. FUNDS

WHEREAS, certain requests are being made of the Reconstruction Finance Corporation for funds to build new warehouses or other facilities which might be used for storage or distribution purposes; and

Whereas, there is now a surplus of warehouse space available in the localities proposed as well as throughout the country; and

Whereas, by reason of existence of such surplus space any additional employment created by such new space would be more than offset by the resultant unemployment in now existing facilities; and

Whereas, existing rates for warehouse service are now at such a low point that there is little possibility of the profitable operation of either existing warehouses or of the contemplated warehouses; therefore, be it

Resolved, that we, the members of the American Warehousemen's Association, request that the Reconstruction Finance Corporation take the above facts into consideration in its investigation of the need for the proposed facilities and allow our representative a hearing before advancing any funds for their construction.

SHANNON COMMITTEE

WHEREAS, pursuant to H. R. 235, 72nd Congress, First Session, a Congressional committee was appointed for the purpose of considering competition between Government and private industry, this committee being composed of Hon. Joseph B. Shannon, of Missouri, chairman, Hon. E. E. Cox, of Georgia, Hon. Samuel B. Pettigill, of Indiana, Hon. William H. Stafford, of Wisconsin, and Hon. Robert F. Rich, of Pennsylvania; and

Whereas, this committee did, on Aug. 23, 1932, at South Bend, Ind., accord a favorable hearing to general secretary Wilson V. Little, who appeared in behalf of the American Warehousemen's Association, supported by various members and warehousing groups; and

Whereas, this committee did at other times and in other sections of the country hear statements from members of this association, notable among these being the hearing at New Orleans attended by R. W. Dietrich; therefore, be it

Resolved, that we express to the chairman and each of the members of this committee our sincere appreciation of their loyal efforts to get to the bottom of this vital problem, and that we respectfully urge that committee to include in its report recommendations looking toward the elimination of Government in business.

"SHARE THE WORK"

RESOLVED, that we endorse the principle of the "share the work" movement designed to alleviate unemployment, and that we increasingly employ this principle in the conduct of our several businesses.

SLOGAN

WHEREAS, the motto of the American Warehousemen's Association is "Our Integrity is Your Security", and

Whereas, this association through the excellence of its membership has built up during the forty-two years of its existence a position which commands the unqualified respect of the storing public; and

Whereas, our seal is an assurance of security, not only of the goods but also of the safety of trade secrets and of service; and

Whereas, we are now being forced to compete with newly-organized companies many of which do not have a properly trained organization or any real conception of the duties and obligations of a warehouseman; therefore, be it

Resolved, that we recognize the inexperienced and irresponsible warehouseman as a source of potential danger not only to our industry but also to the economic welfare of our country.

That we recommend to our membership the use of the slogan "Choose Your Warehouseman as You Would Your Banker", and

That greater emphasis and more publicity should be given to the protection afforded the storing public by our cherished emblem, the seal of the American Warehousemen's Association.

TAXATION AND ECONOMY

WHEREAS, the unprecedented increase in taxation during the past decade and the depreciation of property values and individual incomes during the past three years have combined to make taxation a question of universal concern at this time; and

Whereas, we recognize that public expenditures must be drastically reduced to a basis commensurate with the ability of the taxpayer to pay; and

Whereas, the continued well-being of the average taxpayer, as well as of our governing agencies—Federal, State and local—is dependent not only on real reduction in public expenditures but also on the promptness with which such economies are effected; and

Whereas, we deem it essential that all economic groups—public officeholders, business men including our own industry, workers, and the general public—must cooperate in a genuine, patriotic, well-informed and systematic manner to the end that adequate reduction in public expenditures be secured; therefore, be it

Resolved, that we each one actively concern ourself with the matter of the intelligent reduction of taxation, recognizing that a large proportion of public expenditure is in the hands of local governing bodies and that we can probably be of greatest service within our own home cities.

That we endorse the efforts of the Chamber of Commerce of the United States, the National Economy League and the National Association of Manufacturers to bring about a recognition of the gravity of the governmental financial situation and also their efforts to encourage intelligent remedial action.

That it is our belief that greater economy of operation, as well as more equitable administration of the Act would be brought about if the administration of the Federal Warehouse Act, with its licensing feature, should be transferred from the Department of Agriculture to the Treasury Department or the Department of Commerce.

U. S. WAREHOUSE ACT

RESOLVED, that it be the sense of this meeting that the executive committee give careful consideration toward an attempt to have the Federal Warehouse Act repealed.

has hit our individual pockets. All the time it has builded its bureau and its influence. As long as the banking was done by commercial bankers who had close local contacts with warehouses, it did not step on many of our toes.

"Now the Government is in the banking business, through the Reconstruction Finance Corporation, in a tremendous way, and will be for many years to come in the opinion of well informed people.

"One of the first acts of this Government agency is immediately to start pulling for another Government bureau. It's a merry-go-round. Until the exchange of the letters read I doubt if the R. F. C. ever heard of the American Warehousemen's Association. They naturally looked to the United States Warehouse Act as the simple solution of their problem. That is only a natural step, and

unless we prevail in the changing of this ruling at Washington we are going to see the Government in the warehouse business with consequent increase in taxation in a place where there is no need for it.

"The life of the warehouse industry as we have known it these many years is seriously threatened. We are not going to take it sitting down. We have Federal Army Bases, Federal barge lines, various State and municipal projects throughout the country, railroad warehouses, railroad distribution of pool cars, and other serious problems, and I don't believe that we know yet some of the new problems that the changing economic conditions are going to bring.

"The one hope of the warehouse industry is a solid front and a militant attitude. No one problem is important

enough to split our association, but every problem is important enough to require the greatest of sacrifice from every one of us and real cooperative action when required.

"We have no political lobby at Washington, but we are paying right now, and will pay more later, for not having one, than one would cost us. No trade association that ever had a lobby at Washington ever gave it up. I am not suggesting a paid lobby for the warehouse industry at Washington for the simple reason that I don't think you would vote for it. I do not stand here as a prophet. I am not one. But I can tell you now that some day we will have one, and we will look back on the days when we had none as a period of unbelievable inaction on our part. I predict it will happen sooner than some of you think.

"Interests at Washington are working steadily against the interests of the recognized warehousemen of this country and we never know about it until it's too late. Remember the last amendment to the United States Warehouse Act. We were not even given an opportunity to appear before the Congressional committee and Hoover signed the bill over our protest without a moment's hesitation. General Ashburn of the barge lines, referring to the A. W. A., says 'It is to laugh.' Mr. Yohe of the Warehouse Act

D. L. Tilly



New general vice-president

administration writes to bankers and says that any warehouseman who is not glad and willing to be licensed under his Act thereby gives *prima facie* evidence that he is doing something that does not stand the light of day. And so on and on. How many cheeks have we left to turn?"

Mr. Gibson concluded by proposing a resolution, which President Erickson referred to the two divisions for their action. The resolution reads:

"Whereas, the Reconstruction Finance Corporation through the Regional Agricultural Credit Corporations and other agencies has been authorized by Congress to loan large sums of taxpayers' money, and many of these relief loans will be made upon warehouse receipts issued by independent warehousemen, and

"Whereas, the warehouse industry represented by this association of cold and dry warehousemen, having a combined capital in excess of \$400,000,000, feel their responsibility in the part its members must play in such a program as contemplated by the Reconstruction Finance Corporation, be it

"Resolved, that this convention record that through its committee on banking relations it offers to the Reconstruction Finance Corporation every facility of its members and an offer to cooperate in every possible way in the solution of any

problems regarding the warehousing and safe bailment of merchandise that may present themselves in the carrying out of the purposes of the Reconstruction Finance Corporation."

Marketing

FRED E. CLARK, Ph.D., professor of economics and marketing at Northwestern University School of Commerce, Chicago, addressed the convention on "Present Trends in Marketing Procedure" and made a number of salient references to public warehousing in association with these trends.

One point Mr. Clark stressed was in connection with the attempt by national manufacturers to sell the national market. Many authorities were of the opinion, he declared, that this attempt had gone too far—that the national market was one too wide, often, to sell economically, particularly when territories were tapped where the potential volume was too small. Consequently, Mr. Clark held, it was entirely possible that manufacturers were contracting, or will contract, their markets, or at least contracting the number of their own branches and private warehouses.

As a consequence the manufacturers, as he saw it, may make increased use of public warehouses; the manufacturers may even ask the warehousemen to find buyers for output. Also, Mr. Clark thought, the manufacturers may bring pressure to bear on distant warehouses for lower rates so that they could continue to sell in those distance markets. In this last eventuality, he said, the warehousemen must consider whether the granting of lower rates, thus enabling the distant manufacturers to go on selling, would drive out, or curtail the sales of, the nearby manufacturers.

Mr. Clark said that manufacturers today were more and more being compelled to carry stocks formerly carried by

wholesalers and retailers, thus having more funds tied up in goods and running a relatively greater risk because of price and style changes. This had become a factor in retarding the development of wholesaling, he said, but in it he saw certain tendencies which should be to the advantage of public warehousing; notably, that inasmuch as both retailers and wholesalers were refusing to carry large stocks, it developed upon the manufacturer to carry stocks, in public warehouses, close to wholesalers and re-

David H. Van Name



Reelected general treasurer

tailers and to compete with other manufacturers.

From warehousing's point of view, however, there was another side to this picture, Mr. Clark pointed out—namely, improved transportation, including more rapid and certain deliveries through improved L. C. L. service by the railroads; and overnight delivery by trucks at rates as low as, or lower than, the slower rail deliveries. Also many large retailers were buying direct from the manufacturers, thus assuring direct delivery from factory; and to a considerable extent retailers were carrying their stocks in their own warehouses and delivering direct to their stores. Mr. Clark added:

"Just as large-scale marketing (which made possible large-scale and specialized production) was impossible until our transportation facilities were sufficiently developed to carry (1) salesmen and (2) goods quickly and cheaply to many markets, just so the present development of frequent small orders (making small inventories possible) is based on (a) recent improvements in railroad transportation, (b) the development of good roads and the motor truck, and (c) adequate warehousing service."

Mr. Clark concluded by discussing briefly certain technical developments in refrigeration, particularly the recent "quick-freezing" processes, which, if carried on to expansion, were in his opinion

Wilson V. Little



General secretary

destined possibly to revolutionize the marketing of food, decrease the canned food business, and increase the cold storage business.

On motion by Sidney A. Smith, Chicago, president of the merchandise division, the association elected Philip Godley to life membership. A charter member and a past president of the A. W. A., Mr. Godley is president of the Pennsylvania State Warehousemen's Association and proprietor of the storage company which bears his name in Philadelphia. President Erickson appointed E. V. D. Sullivan, Philadelphia, to notify Mr. Godley, who was not at the convention.

Mr. Erickson appointed Clem D. Johnston, Roanoke, Va., as chairman of the resolutions committee; H. C. Avery, Jacksonville, chairman of the nominating committee; and H. F. Partridge, Chicago, chairman of the auditing committee.

The general body then adjourned its sessions until the concluding day.

Merchandise Sessions

FOLLOWING a roll call opening the merchandise division meetings Sidney A. Smith, president, presented his report as executive committee chairman. While lower business morale and resultant chaotic conditions had been reflected in warehousing, the latter nevertheless was today "fundamentally right and sound," he said, and conditions with regard to pressure for rate-lowering had been improving, and "while we still hear occasionally from members of the 'chisel' fraternity, I believe that the rank and file of our customers regard our rates and charges as being entirely fair and indeed where rates were broken to unwarranted levels, I am of the opinion that adjustments upward could in many cases be arranged."

Mr. Smith reviewed the executive committee's activities during the past year, with emphasis on various kinds of railroad intrusion into warehousing, and announced that the division would continue its effort to prevent the southeastern carriers from breaking down Rule 23. Latest advices indicated, he stated, "that the rail carriers in the Southwest have voted down the proposal thus to revise Rule 23." Alluding to "the tendency of the Government to engage in business" he said:

"Ever since the war we have had the spectre of the Army Bases looming up at the various port cities where they were built. Recently we have heard of quite a number of projects, either actual or contemplated, sponsored by some subdivision of our Government. The building of terminals or warehouses offers some very attractive features to politicians who are seeking patronage or popularity. You will recall the effective work by our association in analyzing the claims of promoters who proposed to build large terminals. It is my recommendation that we treat this matter of Government projects where it concerns terminals or storage facilities in the same manner and have prepared such facts as might be used to dissuade municipalities

or other governmental bodies from developments along this line."

Holding warehousing to be an innocent bystander between railroads and truck lines in the transportation field, Mr. Smith believed "we may perhaps be able to see better than either of the directly interested parties what the functions of each should be and might in a measure act as a mediator or stabilizing agent to suggest plans which might benefit the situation." He added:

"We might offer to the railroads a suggestion that in order to encourage movement of freight by rail they give consideration to a program of decreasing carload rates to the lowest point consistent with good business, pointing out to them that the carload traffic is a

Sidney A. Smith



Reelected president of the merchandise division

profitable traffic and that an increased spread between carload and less than carload rates will tend to broaden markets and make for longer carload hauls."

President Smith concluded by proposing that the A. W. A. sponsor a contest among the various trade associations within the industry and award a medal "to that local or regional association which makes the greatest progress during 1933," the rules to be drawn by a committee selected from the secretaries of the various associations and the judging to be done by a committee drawn from the presidents.

Wilson V. Little, executive secretary, read a letter from John Simon, Peoria, Ill., president of the National Distributors' Association, in which Mr. Simon expressed the idea that the people today were turning their thought along spiritual lines as one result of the depression.

Mr. Little announced that the association's 1933 Year Book should be ready about May 1.

Following the report of the treasurer, John P. Feuling, St. Paul, and the appointment of a resolutions committee

headed by Clem D. Johnston, Roanoke, Va., the nominating committee's report was presented by the chairman, H. C. Avery, Jacksonville. The names of the division's personnel appear on page 13.

The situation with regard to Government regulations affecting bonded warehouses was reviewed by Mr. Little.

Barge Line Competition

AS chairman of the committee on traffic and transportation—river and lake ports, R. W. Dietrich, New Orleans, alluded to the decision, last September, by Division 3 of the Interstate Commerce Commission in Docket 23510—the complaint by the American Warehousemen's Association against the Government-subsidized Inland Waterways Corporation operating barge line terminals, at river ports, in competition with public warehousing.

"The Commission states," Mr. Dietrich explained, "that the barge line has a right to perform this storage, when storage is a part of the transportation of the goods, and that we have not shown that the total charges for through transportation—that is, storage charges plus the freight charge—are made so low by the grants of free storage as to become burdensome on other traffic."

"In the language of our counsel, this is manifestly an impossible burden and one which the warehousemen could not be forced to assume, because they do not have access to the carriers' costs."

"As I read the decision, it would appear rather far-fetched to say that goods although they remain in storage on the carrier's premises for six months, or a year, are still in process of transportation. Transportation means movement; storage under such circumstances should mean that goods are permanently at rest."

"As I read the decision, carriers are only entitled to perform storage when storage is part of the transportation and is incident thereto. The barge line calls its storage a transit charge, and stopping charge. With all due respect to the Commission it is not correct to say that goods can be stopped at any point by the carrier and kept on its premises free indefinitely, or at insufficient storage rates, and still be considered as in the process of transportation."

Mr. Dietrich held that the decision "may create a precedent to the effect that carriers, rail or water, may hold goods in storage free of cost or at insufficient cost indefinitely on the claim that such goods are in transportation, and if the freight rate is insufficient to absorb the cost of the free storage." He urged:

"Vigorous and sustained efforts should be made so that such precedent may not remain to plague the warehousemen, or tempt shippers or receivers. It is no part of the duty of a carrier to provide storage facilities beyond such period as it is necessary for the proper receipt and/or delivery of the goods in a prompt and orderly manner."

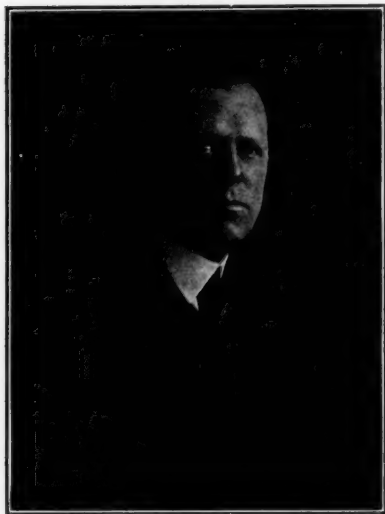
"It is *ultra vires* for the Federal barge line, the Shipping Board, or any other

carrier to perform, or to offer to perform, such functions, except under such conditions."

Expressing belief that the association had "won out on most of the law points involved," the chairman declared that the association's attorneys had "put up a good fight against big odds, and although we did not win all that we set out to win, we nevertheless fought a good fight and brought home some of the fruits of victory."

Mr. Dietrich announced that the com-

Samuel G. Spear



Reelected merchandise division vice-president

mittee purposes "to investigate some of the abuses that may exist in the Great Lakes ports."

S. G. Spear, Boston, the division's vice-president, told the convention that Division 3's decision should not be considered "finished and final"; and Mr. Dietrich emphasized that it was essential that the case be reopened, because, if Division 3's decision was allowed to remain on the books, it would mean great embarrassment for warehousemen in the future.

The division's executive committee will decide whether an appeal will be taken to the whole Commission from the decision by Division 3.

H. B. Whipple, a member of a committee which, sponsored by the American Society of Mechanical Engineers, is working toward uniformity of heights of platforms over which freight is handled, explained something of the committee's researches and activities. The railroads apparently had no standards in this connection, he said, and the American Railway Association had recommended a new type of freight car with platform 43 3/4 inches above top of rail. Mr. Whipple's explanation was by nature of a progress report only.

Railroad Competition

THE report of S. G. Spear, Boston, as chairman of the committee on ports and port terminals, was devoted largely

to competition by the eastern trunk roads. Alluding to the Interstate Commerce Commission's Ex Parte 104, Part 6—the Commission's inquiry, on its own motion, into the carriers' storage and handling practices at the Port of New York—Mr. Spear said that the merchandise division's representation at the New York hearing was "presented in a dignified but purposeful manner, with the idea of quick and practical results, without ballyhoo or propaganda and without unnecessary offensiveness to the railroads, who probably will welcome any practical and economic orders" by the I. C. C.

Declaring that the evidence appeared "to establish beyond any question the unlawful, wasteful, unfairly competitive and discriminatory practices of the railroads," Mr. Spear said that he and the division's attorney, Harper A. Holt, decided that the filing of a subsequent brief was unnecessary, they being willing to rely "on the uncontradicted evidence in the case." The Commission, he pointed out, had the choice of several rulings:

"1. That storage is a necessary transportation function which, as such, must be furnished to all shippers, and that if the road haul, plus the storage revenue, is compensatory, the railroad tariffs may be justified.

"2. That storage is a transportation service not necessarily furnished by the railroads, but if furnished should be on a compensatory basis.

"3. That storage is a non-transportation service, which may, however, be furnished by the railroads, but not used as a traffic solicitation service through furnishing of service at less than cost.

"4. That the railroads are illegally engaged in furnishing term storage and an order given to cease and desist and divest themselves of their storage facilities."

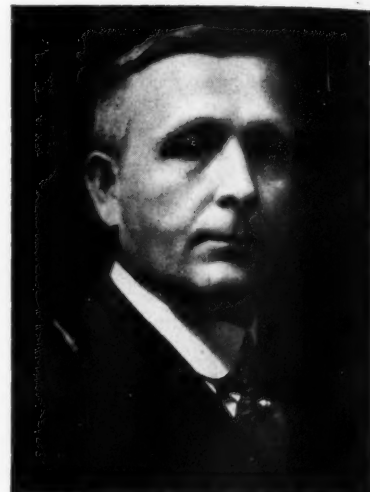
Mr. Spear thought, however, that there was "good reason to believe that the railroads may be admonished to, if and when they perform the functions of public

warehousemen, either directly or indirectly make their rates predicated on cost of service and that the line haul revenue shall not be drained by losses from storage operations."

As a practical matter this would, in his opinion, "work out to our advantage," as then there would be no incentive by the railroads to extend the storage holdings if they could not be used for traffic solicitation.

Mr. Spear told the delegates about warehousing's temporary victory in op-

John P. Feuling



Again treasurer of the merchandise division

posing the effort by certain New England carriers to put storage arrangements into effect similar to those complained of in Part 6 of Ex Parte 104. Pending the outcome of the latter, the chairman reported, the I. C. C. had suspended the New England railroads' tariffs.

In connection with Part 6 of Ex Parte 104, it will be recalled that at the American's Detroit convention a year ago the Association of Refrigerated Warehouses, the cold storage division, unanimously supported the efforts of the Warehousemen's Protective Committee to compel the trunk line railroads completely to divorce themselves of their warehousing; whereas the merchandise division adopted a resolution which took the position that the trunk lines must not do warehousing unless the storage and handling rates were compensatory and in line with actual costs.

In advance of the Cincinnati convention it was reported that an effort would be made on behalf of the Warehousemen's Protective Committee to have the merchandise division go the "full way" this time by adopting a resolution favoring railroad divorcement of all warehousing.

No such resolution was presented, however. Instead, immediately after Mr. Spear had finished reading his report, E. H. Bacon, Louisville, a member of the merchandise division's executive committee, offered a resolution which was promptly seconded by Albert B. Drake,

R. M. King



New member of merchandise division executive committee

Newark, N. J., who is secretary of the Warehousemen's Protective Committee. Except for one dissenting vote, the Bacon memorial was adopted unanimously. It reads:

"Whereas, the merchandise division of the American Warehousemen's Association at the annual meeting held in Detroit, Jan. 28-31, 1932, adopted resolutions regarding the intrusion of the railroads in the warehouse business; and

"Whereas, the Interstate Commerce Commission, on its own motion, instituted proceedings known as Ex Parte 104, Part 6, in which several groups of warehousemen appeared and presented testimony; and

"Whereas, it is highly desirable that harmony and unity of action should characterize the position of the warehouse industry; therefore, be it

"Resolved, that the merchandise division of the American Warehousemen's Association makes no further appearances and presents no arguments in opposition to the position and attitude of the Warehousemen's Protective Committee as expressed in the proceedings known as Ex Parte 104, Part 6."

In reply to a question by Paul Frenzel, St. Paul, as to whether the Bacon resolution had previously received the executive committee's consideration, President Smith said it had received the committee's unanimous endorsement in advance.

Mr. Spear in the conclusion of his report told of the Government Base situations at Port Newark, N. J., and Boston and Squantum, Mass., and announced the following as three problems which he thought should be given the division's immediate attention:

1. Proposal by the Maine Central Railroad for certain storage arrangements at Eastport, Me., with free storage, insurance, etc., involved.
2. Rehearing certain points in the New England railroad tariff-suspension situations.
3. Request to I. C. C. to allot a section of Ex Parte 104 [the Commission's general inquiry into railway management] to dockage and wharfage, which have direct bearing on warehousing.

Advertising

THE report of H. H. Hardy, Lansing, Mich., as chairman of a new committee, on business development, was in Mr. Hardy's absence read by H. H. Lederer, Cleveland. In it Mr. Hardy made these a number of recommendations, including reading of the "Developing New Business" articles by H. A. Haring in *Distribution and Warehousing*; local canvassing to determine how the warehouses may be made to function in the place of manufacturers' branch houses being closed; closer analysis of the necessary elements of salesmanship; more simplicity, in keeping with the times, in providing entertainment for prospective customers; advertising; and creation of an association central bureau as a clearing house for business development ideas.

Mr. Hardy urged that the association

support a movement toward uniformity of regulations and rates in interstate trucking; and suggested a study of field warehousing. On the latter point he said:

"There must be a place for such warehousing but when it actually takes commodities out of a warehouse and keeps other commodities from entering, it would seem the matter should receive some serious consideration."

February brings to a close the third year of the merchandise division's national advertising campaign to reach the shipping public, and the situation was reviewed by D. S. Adams, Kansas City, as chairman of the committee on national advertising; George A. Rhame, Chicago, the committee's secretary, in charge of the service bureau; and Donald D. Davis, Kansas City, advertising counsellor, who has handled the cam-

Alton H. Greeley



Again president of American Chain of Warehouses

paign since its inception. The program continues for another year.

The association's advertising had appeared in nineteen publications, Mr. Adams said, including *Nation's Business*, *Printer's Ink Weekly*, *Printer's Ink Monthly*, *Sales Management*, *Business Week*, *Class and Industrial Marketing*, *Advertising and Selling*, *Time*, *Traffic World*, and *Distribution and Warehousing*, and 150,000 direct mail broadsides had been sent out; meanwhile Mr. Rhame had compiled a list of 19,000 potential customers.

"From this advertising," the chairman stated, "We have received 5,638 inquiries and 241 direct sales leads. As the average sales lead requires warehouse service in a number of cities, this resulted in 5,903 warehouse lead notices being referred to investor warehouses."

"The campaign is of great educational value, as some 150 universities, business schools and other research agencies have requested booklets. Our service booklet is used in connection with business courses and may be considered the text book of warehousing."

"The total of inquiries received and our average per week of about 38 are satisfactory considering the condition of general business. However, the actual movement of business in the warehouses has not materialized to the extent expected. The reason for this is obvious when every warehouseman knows that many of his customers have moved out of his territory due to the depression or greatly curtailed the amount of stock carried."

"Everyone hesitates to make any prediction. So-called economists in the past three years have practically all been wrong. However, I believe we should recognize a turn for the better of an appreciable importance. There is undoubtedly a latent demand for manufactured goods; and improvement in agricultural and raw products, with consequent increased buying power, will mean an increased movement of manufactured articles. The warehouse industry is sensitive to such a movement and we are hopeful that 1933 fall business will indicate the improvement that will justify the expenditure of our balance at that time and running into the early part of 1934."

Mr. Davis told the delegates that there had been no change in the basic idea of the campaign but that there had been decided changes in copy theme, and he announced that the association's forthcoming revised "Warehouse Receipts as Collateral" would be used as the basis for advertising in banking journals.

Banking Relations

THE plans for reissuing this document, printed originally in 1920, were outlined by A. T. Gibson, San Francisco, as chairman of the committee on banking relations.

The committee's chief work, Mr. Gibson pointed out, lay in educating bankers to the use of *bona fide* warehouse receipts, and particularly those of A. W. A. members. Inquiries for "Warehouse Receipts as Collateral" were still coming in, and the revised publication, to appear early in March, would be more expansive than the earlier one, and would be broader in its propaganda to bankers regarding the dangers of the use of subsidiary warehouse receipts.

The cold storage division, Mr. Gibson announced, had decided to share in the expense and thus the new document would have the backing of both groups and copies would be available to all A. W. A. members. Judge Patton, counsel for the American Bankers' Association, had written the foreword and had indorsed the booklet and would convey to bankers that it was of value to them, and the A. B. A. mailing list was being made available to the committee, Mr. Gibson concluded. The document will comprise about forty pages and the edition will run approximately 25,000.

Occupancy and Tonnage

COPIES of the December release of the Bureau of the Census, Department of Commerce, covering public merchandise occupancy and tonnage, were distributed, and Secretary Little an-

nounced that some of the division's members had questioned whether the compilation of these figures was worth while, and that the executive committee had approved a proposed resolution calling for the division's discontinuance of further sponsorship.

Mr. Little put up a strong plea that this Government activity continue. The points he brought out included these:

That it was at the division's own request that the compilation was begun, in January of 1923, and then only after two years of agitation. That the figures were valuable to the individual members because it enabled them to check on their own cost figures and their earning power and to decide what they should do to increase their earning power. That the figures aided in revising the warehouseman's rating system so as to get remuneration. That the figures had been instrumental in averting space expansion in at least three cities where additional warehouse facilities had been contemplated. That the figures served to indicate where no further facilities were economically necessary, thus pouring cold water on certain projects. That the availability of such figures and comparisons had been valuable in the railroad storage situation pending before the Interstate Commerce Commission. That other industries were on the waiting list of the Department of Commerce and that if warehousing dropped out, another industry would take its place and no Government economy would be effected by reason of warehousing's discontinuance. That it cost the Government only \$585.20 a year to do the job, and that the division itself could not do the work so cheaply.

Mr. Little read the executive committee's proposed resolution—that the division withdraw its sponsorship, the withdrawal being the division's contribution toward reducing the cost of national Government. Mr. Gibson moved its adoption, his seconder being David H. Van Name, New York.

The result indicated an apparently equal division of opinion and William I. Ford, Dallas, called for a rising vote. The resolution was adopted by a vote of 22 to 14.

Shipping Charges

THE results of Executive Secretary Little's recent survey of members' policies in making shipping charges for handling small lots was presented to the delegates in the form of a 10-page document—"Compendium of 'Shipping' Charges in A. W. A. Cities."

This treatise, which Mr. Little explained was more or less a preliminary study based on about 200 replies to a questionnaire, was declared by speakers to be "one of the most important contributions" in a long while, and to be something which will "take our members out of the woods." Its purpose, Mr. Little explained, was to place in the members' possession data that should be informative when the question arose—when shippers were bargaining for lower rates—as to what warehousemen in other

cities were doing in the way of charging for services.

The compendium covers about 120 cities in 45 States and Canadian Provinces. From a study of the information set down under the cities, plus reference to a 4-page "key" containing 64 notations, the consultant is enabled to determine readily what is indicated as the general practice in those cities with regard to amounts of charges for services; whether per shipment, or per package, or per 100 pounds, etc.; and what the various services are for which charges are made.

The "key" discloses wide variations in methods and in amounts charged, but President Smith told the delegates that variance was not so serious as was the fact learned that many members were not charging at all. It should be "sold" to members, he declared, that charges should be made.

Association Activities

THE concluding day of the division's sessions opened with a roll call of regional, State and local associations. In the order in which representatives were

Ernest V. D. Sullivan



Relected president of Distribution Service, Inc.

called on for reports: Massachusetts W. A., Olin M. Jacobs, Boston, secretary; Connecticut W. A., E. G. Mooney, Hartford; Central New York Warehousemen's Club, R. M. King, Syracuse, president; Maryland W. A., James C. Brown, Baltimore; Wisconsin W. A., Anthony L. Fischer, Milwaukee, secretary; Illinois A. of M. W., W. G. Morgan, Chicago, president; Minnesota W. A., John P. Feuling, and Paul W. Frenzel, each of St. Paul; Louisiana (no State association), R. W. Dietrich, New Orleans; California W. A., Henry F. Hiller, San Francisco, and E. B. Gould, San Diego; Missouri W. A., D. S. Adams, Kansas City; Colorado T. & W. A., R. V. Weicker, Denver; Ohio W. A., F. W. Berry, Cincinnati, president; New Jersey M. W. A.,

A. B. Drake, Newark, president; Pennsylvania S. W. A., Ernest V. D. Sullivan, Philadelphia; Texas-Southwest W. & T. A., William I. Ford, Dallas; T. & S. A. of Montana, Kenneth Christie, Butte; Jacksonville W. A., Horace C. Avery; Southern W. A., R. B. Young, Savannah, president, and Mrs. Lorena W. Coop, Atlanta, executive secretary; Idaho (no State association), M. A. Compton, Boise; Warehousemen's Association of the Port of New York, A. C. Pouch, New York City.

The speakers reviewed briefly the problems and activities of their associations. Some of the highlights brought out were these:

In Connecticut, warehouses "are springing up like speakeasies"; and a movement is under way to organize a New England Warehousemen's Association.

In Pennsylvania many of the warehousemen appear to favor operating under State commission control.

In San Francisco a new uniform tariff is being contemplated.

In Missouri the majority of warehousemen do not yet appear to be ready for State control.

In Ohio a law enacted last year requires warehousemen to divulge information of tax assessors regarding customers' names, stocks, values of stocks, etc. Mr. Berry said the Ohio W. A. was taking the attitude that the State authorities must get taxes from the customers, and not from the warehouses, and that the association's members were refusing the assessors any information beyond the customers' names and the character of the commodities. Unfortunately, he pointed out, one Columbus warehouseman was giving assessors access to his storage space, and Mr. Berry was fearful of the precedent which might be set.

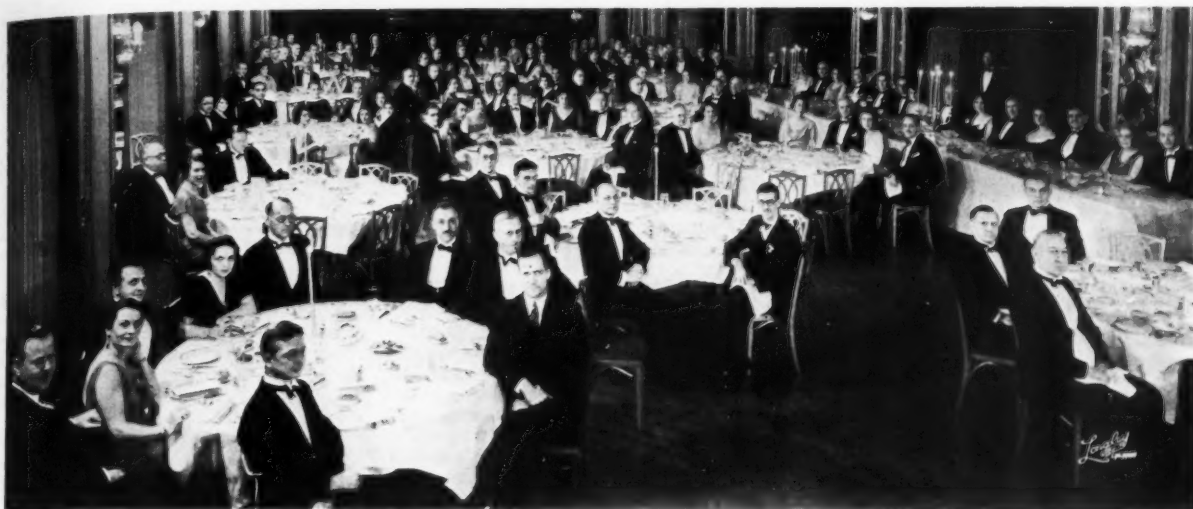
In New Jersey the association is studying the possibilities of State control, particularly certificates of convenience and necessity, as one way of preventing distress space from being turned into warehousing. Mr. Drake said the study would continue jointly with Pennsylvania and New York warehousemen.

In Idaho, Mr. Compton indicated, an effort would be made to organize a State association.

Legislation

AFTER reviewing legislative developments during the past year, R. M. King, Syracuse, chairman of the committee handling this subject, said he understood that Louisiana had adopted the amendments to Sections 20, 40 and 47 of the uniform warehouse receipts Act, the thirteenth State to do so, the others being Arizona, Alabama, California, Colorado, Idaho, Nevada, New York, North Carolina, Ohio, Utah, Vermont and Wisconsin.

Mr. King's report covered situations in Texas, California and Alabama and at Washington, and presented the legislative developments in various parts of the country as reported to him by members assigned to prepare the reviews. He concluded:



Banquet of American Warehousemen's Association on Jan. 13, Hotel Gibson, Cincinnati

"We believe it can be quite safely said from the information compiled in this report that there is a general feeling of approval toward State regulation of warehouses, especially throughout western States. In the East we do not have so much knowledge of warehousemen's opinions on this subject.

"It is felt by the committee that the increased use of motor trucking facilities presents a serious problem to merchandise warehousemen. Warehousemen are urged to study carefully any proposed truck legislation presented in their States, with a view to protecting warehouse interests."

At this point Vallee O. Appel, cold storage division president, paid the merchandise session a visit, returning one earlier made by President Smith of the merchandise group to the cold storage meeting. Mr. Appel said he hoped for closer coordination of divisional programs in the future.

Discussion of the legislative report led to consideration of the problem of taxation of shippers' stocks in storage. William I. Ford, Dallas, said warehousemen should take the attitude, to customers, of not helping the customers dodge taxes; if warehousemen did not cooperate with the tax assessors, the warehousemen might have to bear the tax burden themselves, for, he pointed out, in one State a warehouseman had been held by the Courts to be liable for taxes if he helped customers to evade them.

A letter read by Secretary Little from Herbert M. Clark, president of the Portland (Ore.) Draymen & Warehousemen's Association, announced that Washington warehousemen were having introduced a bill to regulate their industry and that the Oregon warehousemen might do the same.

Office Overhead

A PAPER on "What We Have Learned About Office Overhead" was read by R. G. Culbertson, Cincinnati, who pointed out that the warehouse had changed in

recent years, so that today, "instead of being a temporary store house for surplus production with occasional receipts and withdrawals of a few standard products, it has become an active merchandising mart dealing in small lots of almost every known commodity." Accordingly, he said, the manufacturer was "no longer interested in the warehouse as a place for storing goods" but made use of its facilities "for the express purpose of selling his wares." The modern warehouse had become "a department store which differs from the conventional establishment only in the respect that the customer owns the goods."

This change, Mr. Culbertson declared, had made the warehouseman "entangled in the net of mounting overhead charges which now seem so fixed a part of his business." With volume decrease and revenue decline came a deluge of small lots and almost countless orders; "the carload receiver became a hundred-lot man; the broker who had been buying a hundred bags cut his order to ten; the ten-case man reduced his to five or two or even one."

Diminishing orders brought new work to the clerical force, increased expenses of shipping office and delivery platform, and added materially to cost of stationery and office forms, and Mr. Culbertson outlined what his organization, Cincinnati Terminal Warehouses, Inc., did to meet the situation. Some of the steps:

1. Installation of machine equipment in the bookkeeping office. Results, time saved, accuracy accomplished, and quality of work increased.

2. Introduction of perpetual inventory method of keeping stock, together with the month-to-month system of invoicing. Sixty per cent of the firm's customers approved the change.

3. Simplification of distribution form so as to combine in a single arrangement the functions of four complete sets of expensive sheets. Results included lower costs, saving in labor, better all-around service in handling ex-car transactions,

and an automatic check on goods held longer than 48 hours.

4. Reduction of postage bill by 25 per cent through a "pay your own" campaign.

5. Minimum monthly invoices of \$3 each for active charge accounts.

6. In the cold storage department, all small transactions were placed on a cash basis, thus curtailing losses on bad accounts and reducing routine clerical work by 90 per cent on these particular items as well as improving service to customers. Also the cold storage clerical activity was completely segregated from the general offices.

The changes made enabled the company to reduce its office force, to cut freight ton costs about 22 per cent, and to reduce delivery platform expense more than 25 per cent.

The Motor Truck

WAREHOUSING'S future as affected by interurban motor transportation, and by present trends in railroad freight rates and practices, including store-door pick-up and delivery, led inevitably to the moot question of Federal regulation of motor freight, with the result that William I. Ford, Dallas, offered a resolution favoring enactment, by Congress, of laws to regulate interstate transportation of freight by motor truck "to the end that freight rates may be made uniform and equal, thus restoring to jobbers, manufacturers and warehousemen a knowledge of conditions which they must meet in the orderly distribution of merchandise throughout the country."

The division voted to recommend to the general body the adoption of his resolution (published in full on page 14.)

At the start of the discussion one member argued against Federal regulation saying there was too much regulation already; at the close, he announced he had been "sold" on Federal regulation.

Mr. Ford, alluding to his resolution, said he had lost account after account

now being handled interstate at cut-throat rates, and it was his understanding that this was going on all over the country. Jobbers had been eliminated, he said, goods being trucked direct from manufacturers. The States were unable to cope with the situation, he declared, and the railroads, in efforts to meet the same competition, were destroying their carload rates and moving goods L.C.L. direct, with warehouses thus losing accounts. "I lost eighty-five carloads last week on one account," he said.

Mr. Ford declared that it was self-evident that it was wrong that a Government which had encouraged highway development should then lend money to the railroads to pay their taxes and bond interest.

The division closed its sessions with the election of officers and the adoption of resolutions. (The memorials passed on to the general body, and which the later adopted, are on pages 14 and 15.)

After adjournment Col. P. L. Gerhardt, a former president of the division and now industrial consultant for the Port of New York Authority, presented motion pictures of the Authority's Commerce Building, or inland freight station. During his talk Col. Gerhardt said that "there is no competition with public warehousing, and there will not be."

Cold Storage Division

AS president of the Association of Refrigerated Warehouses, Vallee O. Appel, Chicago, touched on warehouse loans, taxation and other business problems in which the cold storage division members are interested.

Successful operation of the group's loan program had been one of the year's "outstanding accomplishments," Mr. Appel said, and had resulted in "a blessing to the legitimate produce trade." He explained:

"Most commodities experienced unprecedented demoralization in price values during the year. The remarkable exceptions were butter and eggs. It cannot be denied that the refrigerated warehouses in cooperation with the banks deserve unstinted praise for their sensible stabilization of markets on these important items of commerce by means of a well defined program for the extending of credit."

Mr. Appel urged expansion of organization of regional groups and then discussed State control by commissions, saying:

"In general we agree that governmental supervision is undesirable. But if we are unable to control ourselves the situation may sooner or later demand outside interference. At present in two of our States the warehouses engaged in the cold storage business are under the authority of utility commissions and I understand their experience has proven satisfactory. May I request that you give this matter your particular consideration now and in the future. Should circumstances bring about a demand for State supervision of our business, we should be prepared to use our influence

and knowledge in the enactment of the proper kind of legislation and also advocate the propriety of uniformity in the laws of the various States."

Calling attention to "exceedingly burdensome and well-nigh confiscatory" taxes, local and national, Mr. Appel said that "all along the line, as an organization, as groups and as individual citizens, it behooves us to be alert to this all important question." As seldom before, he suggested:

"There is today necessary active participation by business men in the affairs of government. You and I must take more than a casual interest in politics. For too long have we complacently permitted the dominance of the professional politician. To shirk further our civic duties means to neglect our business affairs."

Emphasizing the necessity of cooperative effort, the president said:

"There is now occurring a revolution of thought affecting the social and economic philosophy of our country—indeed of the entire world. We and our business group are an integral part of the vast scheme of things. And none can escape his responsibility. Be there one of us who believes he can go it alone, he is wrong. Through perseverance in this false belief he is certain to bring misfortune to himself, but worse still he may compel the innocent among us to suffer with him in his misery. There is one certain way for the refrigerated warehouse business to fail and that is by every man of us going it alone. There is one chance for the industry to live and that is through honest cooperation."

The report of the executive secretary, William M. O'Keefe, Chicago, dealt with membership, bulletins, safety and accident prevention, warehouse loans, traffic and transportation, legislation, warehouse receipts, cold storage statistics, space occupancy and other problems.

Mr. O'Keefe said that 296 cold storage warehouse firms responded to his questionnaire for the amount of loans made to customers in 1931 and of these 149 reported no loans and the balance, 147 houses, loaned in excess of \$59,000,000. This was less than in 1930 when the same number of firms loaned close to \$88,000,000 while in 1929 121 companies loaned in excess of \$111,000,000.

The report by R. H. Switzler, St. Louis, as chairman of the banking committee, considered "eligibility for rediscount by Federal Reserve Banks of cold storage loans made by the warehouse and secured by commodities stored in the warehouse." The report reproduced five Federal Reserve Board rulings which Mr. Switzler said granted the privilege of rediscount which the cold storage industry wanted.

A tabulation showing the rates charged public cold storage warehouses in 22 States for workmen's compensation insurance was contained in the report by Frank H. Robie, Portland, Me., as insurance committee chairman, and Mr. Robie declared the industry was being called on "to assume more than its share of this particular burden of expense." He added:

"The rates charged our industry are unjust and unfair, if for no other reason than that the work of packing house plants and wholesale grocers is fully as hazardous as ours. If sufficient interest could be aroused and pressure brought to bear on the National Rating Bureau in New York, results could be obtained that would be beneficial to the industry."

As chairman of the uniform accounting committee, Earle E. Hesse, Chicago, urged that there must be created "an association activity in which the membership will engage in dealing with accounting and cost matters, and from which activity warehouse managements will be able to ascertain individually, but on a basis uniform in the industry, what costs of handling and warehousing apply to specific commodities continually."

The division voted that the executive committee provide ways and means of establishing a uniform system of cost accounting.

Harry C. Herschman, St. Joseph, Mo., as chairman of the warehouse loans committee, explained the manner in which the basis for maximum loans on eggs, butter, apples and poultry was arrived at in 1932 and the procedure adopted in releasing the information to the warehouse industry and its customers. It was the consensus that the committee's work had been of great value to the perishable foods trade as well as to the warehousemen, and it was understood that the work would be continued. In connection with this subject, a paper was read, "Warehouse Loans from the Standpoint of the Trade," which had been prepared by W. T. S. White, of the Institute of American Poultry Industries, Chicago. It urged conservative advances and the establishment of more stringent regulations.

A paper titled "Standard Practice for Storage of Perishables" was read by George A. Horne, New York; and one on "Power Rates Applicable to the Cold Storage Industry" by W. McA. Pollock, Chicago. Mr. Pollock, declaring that power costs "ranks second only to our labor payrolls," said in part:

"In a vain attempt to keep pace with our declining revenues we have ruthlessly hacked away at our expense items. We have omitted dividends, slashed executives' salaries and labor payrolls, have resorted to hand-to-mouth buying... and yet, with all our gunning, we have completely missed that big target 'power cost'—and why? Simply because we have lacked unified action."

"We have plenty of ammunition if we will but use it. As a user of electric power we as an industry are unique. If we had been made-to-order for the power companies they could not have hoped for a more perfect customer. . . . In volume of energy consumed we take an important place among the power companies' customers and our monthly load factor is distinctly favorable. . . ."

"We have plenty of technical talent, and it is my suggestion that we mobilize it immediately so that we may take decisive action which should result in a modification of rates, which will reflect to

some of us benefits to which we are entitled."

Sol J. Drapekin, New Orleans, presented a paper on "Why We Purchased Diesel Oil Engines." The installation was made late last October, and Mr. Drapekin's paper pointed to savings of \$1,120.32 in November and \$1,081.86 in December. A paper "Gas Engine Power for Cold Storage" was read by H. K. Maas, Dallas, president of the Texas Cold Storage Association.

Following reports by spokesmen for regional groups, including Missouri Valley, Minnesota, Pacific Coast, Pacific Northwest and New York State, Gardner Poole, Boston, reviewed the research activities of the various governmental agencies and other organizations, and reported regarding the Sixth International Congress of Refrigeration, at which he was a delegate, in Buenos Aires last August.

J. F. Nickerson, editor of *Ice and Refrigeration*, Chicago, urged broader interest by cold storage warehousing in the work of the National Safety Council, declaring it would lead to fewer personal accidents and thus to lower insurance costs.

On the subject of State regulation of cold storage rates and charges, George L. Gross, Duluth, president of the Minnesota Warehousemen's Association, said that up to the present time the benefits of regulation in Minnesota and California had exceeded the disadvantages; but, he added:

"Some other means should be found to obtain the same benefits without incurring the hazard of adverse legislation or of unintelligent enforcement. If at present we have too many cold storage houses and in order to prevent destructive competition, we seek State protection, it is an admission of weakness within ourselves. If we have too many cold storages, it is also a fact that we have too many hotels, grocers, druggists, milkmen, coalmen, carpenters, laborers and what not, and surely all of these are as essential to our well-being as is the cold storage man. They are regulated by competition and do not ask special protection. The cold storage man cannot expect to receive the doubtful benefits of State protection without giving up something in return, and that something is a meddling in, and the regulation of, his affairs, which is bound to hamper his operations and restrict his activities in the future. Regulation when once in effect, cannot be easily removed, and to invite it now, seems to be a step in a backward direction."

Discussion indicated that the delegates believed that the industry should not encourage Federal or State regulation, and it was brought out that Indiana was now classing warehouses as a public utility under the public service commission Act carrying regulations somewhat similar to those in California, and that a bill providing for regulation of warehouses was pending in the Texas Legislature.

As chairman of the division's resolutions committee, Nelson A. Emmertz, Chicago, presented the following:

"To give effect to recommendations contained in reports and papers presented at this convention, and to assist officers and the executive committee in outlining activities of association work for the coming year, we recommend that particular attention be given to the following:

"1. Uniform accounting and cost finding system for the industry.

"2. Diligent watching of legislation—national, State and local.

"3. Cooperation with and fostering of the work of regional groups.

"4. Cooperation with the perishable food industries.

"Resolved, that the work of the warehouse loans committee under the able and energetic leadership of past General President Herschman be especially commended and the members of this association be urged to make still greater use of the information made available through the work of this committee.

"Resolved, that we express our

William J. Rushton



New president of Association of Refrigerated Warehouses

thanks to the Warehousemen's Protective Committee for its valuable work before the Interstate Commerce Commission during the past year. We recommend that a copy of this resolution, expressing our appreciation be sent to the Warehousemen's Protective Committee."

Sol J. Drapekin, New Orleans, invited the association to hold the next convention in that city and the division adopted a motion recommending to the general officers that they consider holding future gatherings subsequent to the first day in February.

General Session

The two divisions held their final joint session on Saturday the 14th, and after listening to the report by A. T. Gibson, San Francisco, as the association's national councillor to the Chamber of Commerce of the United States, regarding the Chamber's 1932 convention, the

resolutions (See page 14) were adopted, these being presented by a committee headed by Clem D. Johnston, Roanoke, Va.

J. R. Shoemaker, Elmira, N. Y., urged that the resolutions be made effective, and on his motion it was voted that they be transmitted to all A. W. A. members with letters suggesting they be sent to Federal and State legislators with requests for support.

Following reports by Presidents Appel and Smith regarding the divisional meetings, the general officers were elected. (The personnel of the executives elected at Cincinnati is to be found on page 13.)

Mr. Shoemaker announced that the cold storage delegates generally favored holding the 1933 convention subsequent to Feb. 1, instead of in January as in recent years, and that the cold storage group had adopted a resolution to that effect.

General Secretary Little said bids for next year's gathering had been received from various cities, including Milwaukee, Indianapolis, Rochester, New Orleans, Baltimore and Toronto, and that the general board might decide at its meeting in June or July.

At the convention banquet, on the evening of the 13th, President Erickson was toastmaster, and introduced the new general president, Vallee O. Appel, Chicago; three past general presidents, Harry C. Herschman of St. Joseph, Mo., and W. W. Morse of Minneapolis, and Gardner Poole of Boston; and the reelected general treasurer, David H. Van Name, New York City. Edward Ford, a New York professional humorist, provided the entertainment.

The committee on arrangements comprised F. W. Berry, chairman, and R. G. Culbertson, Charles W. Heath, Harry Foster and Louis J. Hughes, all Cincinnati storage executives.

One of the Gibson Hotel house detectives told a delegate that "the A. W. A. convention was the best-behaved one, and spent the most money here in a long time."

The convention registration, including ladies and guests, was about 250.

Federal Court Upholds Kentucky Mileage Tax

THE mileage tax levy on contract and common motor carriers passed in 1932 by the Kentucky Legislature was held to be constitutional in a decision on Jan. 21 by a three-judge Federal Court in Covington. The decision covers also the provision of regulation.

The statute was attacked by Howard E. Baker and E. E. Hulley, operators of a milk route in Campbell County, who sought an injunction against the State Tax Commission to restrain enforcement of the Act. The injunction was denied and the suit was dismissed on motion by the Commission.

A Slight Gain Reported in Warehouse Occupancy

Average Advances
to 61.9%

PUBLIC MERCHANDISE WAREHOUSING OCTOBER-NOVEMBER, 1932

Statistical data on the amount of floor space operated and occupied during the months of October and November, as reported to the Bureau of the Census by 556 establishments, are given below.

Division and State	Per Cent of Floor Space Occupied		TONNAGE									
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.			
	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.
NEW ENGLAND (Total)	58.0	55.2	11,124	12,119	7.9	8.6	3,672	3,490	2.6	2.5		
Vermont and New Hampshire.....	65.4	75.9	55	44	1.5	1.4		20		0.6		
Massachusetts.....	55.0	50.7	7,450	8,565	8.3	9.5	1,176	1,278	1.3	1.4		
Connecticut.....	75.7	75.3	775	819	3.4	3.6	2,228	2,032	1.0	0.9		
Rhode Island.....	55.9	57.7	2,944	2,661	11.7	11.0	268	160	1.1	0.7		
MIDDLE ATLANTIC (Total)	60.1	59.5	86,404	81,805	10.6	10.1	14,716	11,456	1.8	1.4		
New York Metropolitan District.....	59.7	59.1	53,063	56,444	8.5	9.2	6,253	4,182	1.0	0.7		
Total (1).....	52.9	49.6	26,831	25,639	8.2	7.8	4,956	1,896	1.5	0.6		
Brooklyn.....	58.6	60.1	7,381	6,482	10.0	8.9	286	1,530	3.9	2.1		
Manhattan.....	72.4	74.1	18,414	23,074	8.8	11.4	971	716	0.5	0.4		
Nearby New Jersey.....	45.0	54.1	437	1,249	0.4	11.1	40	40	0.4	0.4		
All other Metropolitan Districts.....	64.8	65.7	15,620	11,134	21.7	15.4	5,518	4,413	7.7	6.1		
New York except Metropolitan District.....	53.1	52.6	929	1,001	9.2	10.0	32	24	0.3	0.2		
New Jersey except Metropolitan District.....	60.5	58.2	16,792	13,226	14.9	11.4	2,913	2,837	2.6	2.4		
Pennsylvania.....	64.4	65.5	116,565	123,928	24.0	25.5	18,920	21,893	3.9	4.5		
EAST NORTH CENTRAL (Total)	65.4	65.2	17,727	14,450	15.2	12.4	5,833	5,824	5.0	5.0		
Ohio.....	68.5	67.5	3,838	2,951	9.2	7.1	1,317	1,385	3.2	3.3		
Indiana.....	68.6	69.2	4,983	4,767	21.0	20.1	1,610	1,319	6.8	5.6		
Illinois, except Chicago.....	66.6	68.3	44,360	49,163	30.1	32.8	4,526	7,517	3.1	5.0		
Chicago.....	59.9	62.8	31,169	38,717	25.8	32.5	3,311	2,984	2.7	2.5		
Michigan.....	59.1	58.6	14,458	13,880	41.1	39.4	2,323	2,864	6.6	8.1		
Wisconsin.....	60.4	62.7	52,708	51,492	19.8	19.3	24,443	16,794	9.2	6.3		
WEST NORTH CENTRAL (Total)	79.6	82.1	3,312	4,783	28.4	41.0	935	687	8.0	5.9		
Minnesota, except Minneapolis and St. Paul.....	63.3	67.9	13,732	17,380	18.0	22.8	5,701	4,992	7.5	6.5		
Minneapolis and St. Paul.....	52.4	51.9	11,200	6,422	32.4	18.6	2,627	2,200	7.6	6.4		
Iowa.....	57.8	57.2	4,173	4,513	9.4	9.7	1,814	1,877	4.1	4.9		
St. Louis.....	71.3	70.5	8,482	6,780	23.3	18.6	8,446	3,903	23.2	10.7		
North Dakota.....	50.4	65.8	1,721	6,116	14.5	53.7	350	240	3.3	2.1		
South Dakota.....	58.3	57.4	805	511	13.7	8.7	641	347	10.9	5.9		
Nebraska.....	52.9	54.4	5,343	3,189	18.0	10.8	1,759	1,616	5.9	5.5		
Kansas.....	55.4	64.4	3,938	1,798	25.6	12.7	2,130	932	13.8	6.6		
SOUTH ATLANTIC (Total)	65.9	66.8	52,982	35,028	31.3	20.4	8,784	7,702	5.2	4.5		
Maryland and Delaware.....	69.7	65.2	34,077	22,336	34.1	22.3	1,039	980	1.9	1.0		
District of Columbia.....	75.1	74.3	2,545	1,972	26.3	20.4	1,771	1,845	18.3	19.1		
Virginia.....	74.6	76.2	1,542	1,561	11.4	11.5	660	625	4.9	4.6		
West Virginia.....	80.9	77.3	1,144	1,127	13.7	13.5	1,004	939	12.0	11.2		
North and South Carolina.....	66.7	63.9	2,564	1,928	17.7	11.3	509	381	3.5	2.2		
Georgia and Florida.....	72.2	62.5	11,110	6,104	48.5	26.6	3,801	2,923	16.6	12.8		
SOUTH CENTRAL (Total)	62.8	62.9	30,003	32,938	13.9	15.2	16,889	19,373	7.8	9.0		
Kentucky and Tennessee.....	63.8	62.2	5,056	4,598	17.9	16.3	2,977	3,625	10.5	12.8		
Alabama and Mississippi.....	70.1	69.8	1,815	1,442	20.6	16.4	1,505	944	17.1	10.7		
Arkansas.....	62.2	62.4	1,939	1,557	14.5	11.7	1,099	1,224	12.7	9.2		
Louisiana.....	51.2	54.4	11,898	17,179	13.5	19.3	1,259	5,255	1.4	5.9		
Oklahoma.....	74.6	68.3	3,989	3,308	32.2	35.2	5,836	5,169	47.1	55.1		
Texas.....	67.7	67.6	5,306	4,854	8.1	7.2	3,613	3,156	5.5	4.7		
MOUNTAIN AND PACIFIC (Total)	61.8	63.0	31,321	33,185	18.5	19.2	10,742	9,545	6.3	5.5		
Idaho and Wyoming.....	69.8	72.0	414	518	10.4	11.4	455	709	11.5	15.4		
Montana.....	85.4	87.5	986	287	22.0	6.4	513	211	11.5	4.7		
Arizona and New Mexico.....	70.2	72.3	1,116	510	12.5	5.6	887	783	9.9	8.6		
Utah.....	60.6	92.9	2,748	10,533	37.1	121.8	244	226	3.3	2.6		
Colorado.....	65.7	67.2	3,857	2,912	19.0	14.0	1,462	1,076	7.2	5.2		
Washington.....	66.3	61.7	4,453	4,075	18.2	16.7	3,694	3,205	15.1	13.1		
Oregon.....	63.2	63.2	494	554	9.7	10.9	441	490	8.7	9.6		
California.....	57.8	57.3	17,253	13,796	18.2	14.4	3,046	2,854	3.2	3.0		
TOTAL FOR UNITED STATES	61.7	61.9	381,107	370,495	16.8	16.3	98,166	90,253	4.3	4.0		

(1) Because of the importance of this territory, figures are shown separately from the state total.
The figures for October have been revised, those for November are preliminary.

THE close of November brought a moderate gain in the average occupancy of space in merchandise warehouses as reported to the Bureau of the Census of the Department of Commerce.

The Bureau's most recent release, issued on Jan. 18, indicates that at the end of 1932's eleventh month the average occupancy was 61.9 per cent, as compared with 61.7 per cent on Oct. 31, and with 62.0 on Sept. 30, and with 62.7 per cent on Aug. 31.

Nov. 30th's 61.9 per cent, which is provisional, compares with the percentages recorded on the final day in November of the four preceding years as follows:

1928 1929 1930 1931 1932
Last day of Nov. 68.6 77.1 69.9 66.6 61.9

Nineteen-twenty-nine's percentage of 77.1 is the highest mark reached since the Bureau of the Census began compiling these figures in January of 1928. From the peak 77.1 the decline has been steady, except for a few occasional flurries of gain, until on Nov. 30, 1932, the average occupancy was 15.2 per cent less than in the hey-day before the effect of the Wall Street debacle became evident. This past November's provisional 61.9 is two-tenths of 1 per cent above the record low—61.7 at the close of the previous month.

The tonnage figures in the accompanying October-November table indicate that during November a slightly larger percentage of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In November, 460,748 tons arrived at 1,195 reporting warehouses; of this, 370,495 tons, or 80.4 per cent, entered storage, the balance being delivered on arrival. In October the total arriving volume was 479,273 tons, of which 381,107 tons, or 79.5 per cent, entered storage in the 1,191 reporting warehouses, the balance being delivered on arrival.

The provisional 80.4 per cent for November compares as follows with the November figures for each of the four preceding years:

1928 1929 1930 1931 1932
November 74.1 75.2 80.9 80.5 80.4

Occupancy

THE 4.7 per cent average decline, for the entire country, on this past Nov. 30 from the level recorded for the previous years corresponding date was

not reflected in Massachusetts, Connecticut, Rhode Island, a small part of the New York metropolitan district, New York State outside the metropolitan district, Minnesota outside the Twin Cities, St. Louis, Delaware-Maryland, Virginia, Idaho-Wyoming, Montana, Arizona and New Mexico, Utah, and Oregon.

The following comparisons are available across five years:

	Occupancy— End. of Nov.				
	1928	1929	1930	1931	1932
Mass.-Vt.	51.1	52.8	...	...	...
Vt.-N. H. ....	...	86.2	84.3	75.9	...
Mass. ....	...	51.4	50.0	50.7	...
Conn.-R. I.	55.6	...	...	...	...
Conn. ....	...	60.0	64.5	75.3	...
R. I. ....	...	49.5	43.2	57.7	...
N. Y. Met. Dist.	60.4	84.2	62.9	63.5	59.1
Brooklyn	46.9	86.2	59.2	63.8	49.5
Manhattan	76.9	78.2	70.2	60.8	60.1
Nearby N. J. & other	74.6	84.6	...	...	...
Nearby N. J. ....	...	60.1	65.5	74.1	...
All other ....	...	45.0	71.9	54.1	...
N. Y. State	56.7	82.7	...	...	...
N. Y. State except	...	...	...	...	...
Met. Dist. ....	...	77.7	62.3	65.7	...
N. J. State	75.6	84.0	...	...	...
N. J. State except	...	...	...	...	...
Met. Dist. ....	...	58.0	60.6	52.6	...
Pennsylvania	71.0	73.9	65.6	59.8	58.2
Ohio	85.4	92.1	72.7	69.6	65.2
Indiana	76.4	80.7	74.9	76.0	67.5
Illinois	77.2	83.4	...	...	...
Illinois except Chicago	...	71.8	74.6	69.2	...
Chicago	77.7	85.0	78.8	70.5	68.3
Michigan	69.2	69.7	70.1	71.8	62.8
Wisconsin	79.8	84.7	57.6	63.3	58.6
Minnesota	79.7	86.4	...	...	...
Minn. except Mpls. &	...	...	...	...	...
St. Paul ....	...	72.0	80.4	82.1	...
Mpls. & St. Paul	80.2	86.3	82.5	80.6	67.9
Iowa	69.6	73.8	69.2	63.4	51.9
Missouri	77.6	85.6	...	...	...
Mo. except St. L. ....	...	79.3	69.0	57.2	...
St. Louis	74.3	83.2	78.8	68.6	70.5
No. & So. Dakota	92.3	93.8	...	...	...
No. Dakota ....	...	86.5	83.1	65.8	...
So. Dakota ....	...	76.4	68.4	57.4	...
Nebraska	78.5	82.0	72.2	61.3	54.4
Kansas	71.5	83.1	72.9	67.4	64.4
Del.-Md.-D. C.	56.1	60.4	...	...	...
Del.-Md. ....	...	73.1	54.9	65.2	...

	Occupancy— End. of Nov.				
	1928	1929	1930	1931	1932
D. C. ....	...	...	75.0	77.4	74.3
Va.-W. Va.	68.3	70.7	...	...	...
Virginia ....	...	84.4	63.4	76.2	...
W. Virginia ....	...	81.8	83.2	77.3	...
No. & So. Car.	71.9	75.6	77.0	84.0	63.9
Ga.-Fla.	80.4	79.8	71.0	76.2	62.5
Ky.-Tenn.	74.0	70.8	83.6	73.1	62.2
Ala.-Miss.	88.7	78.3	67.8	64.1	60.8
Ark.-La.-Okla.	60.8	59.8	...	...	...
Arkansas ....	...	82.3	86.1	62.4	...
Louisiana ....	...	66.1	79.6	64.4	...
Oklahoma ....	...	85.3	78.4	68.3	...
Texas	83.5	85.1	85.6	75.4	67.6
Ida.-Wyo.-Mont.	78.1	90.3	...	...	...
Ida.-Wyo. ....	...	66.0	68.5	72.0	...
Montana ....	...	88.4	82.4	87.5	...
Ariz.-Utah-Nev. ....	...	...	...	...	...
N. Mex.	77.8	84.1	...	...	...
Ariz.-N. M. ....	...	56.9	44.0	72.3	...
Utah ....	...	79.6	58.6	92.9	...
Colorado	69.4	75.0	75.5	70.5	67.2
Washington	71.2	85.4	72.8	70.2	61.7
Oregon	64.5	68.6	64.3	61.9	63.2
California	78.7	78.7	70.1	67.8	57.3
Average U. S.	68.8	77.1	69.9	66.6	61.9
Warehouses reporting	1212	1272	1413	1396	1322

Comparing the Nov. 30 occupancy percentages (provisional) on the opposite page with those of Oct. 31, it is disclosed that the advance of two-tenths of 1 per cent was reflected in Vermont and New Hampshire, Rhode Island, parts of the New York metropolitan district, New York State outside the metropolitan district, Illinois including Chicago, Michigan, Minnesota including the Twin Cities, North Dakota, Nebraska, Kansas, Maryland-Delaware, Virginia, Arkansas, Louisiana, Idaho-Wyoming, Montana, Arizona and New Mexico, Utah, and Colorado. The greatest gain was in Utah—32.3 per cent. Oregon was unchanged. Elsewhere recessions were reported.

Tonnage

As already pointed out, the percentage of volume which entered storage this past November, out of total arriving volume, was slightly smaller than the percentage recorded for November of 1931. By divisions the comparisons across five years are as follows:

	Percentage Entering Storage—November				
	1928	1929	1930	1931	1932
New England	73.6	76.8	56.8	88.3	77.6
Middle Atlantic	80.2	91.6	93.3	91.4	88.8
E. No. Central	85.6	86.3	84.6	81.1	85.0
W. No. Central	75.3	82.9	82.6	80.7	75.4
South Atlantic	46.4	39.5	81.9	70.0	82.0
E. So. Central	78.0	66.9	66.7	69.3	56.9
W. So. Central	76.0	73.4	80.3	77.5	64.5
Mountain	65.2	71.8	70.0	64.0	83.1
Pacific	75.9	55.1	51.2	68.5	73.8
Entire country ...	74.1	75.2	80.9	80.5	80.4
Warehouses reporting	1,212	1,272	1,133	1,215	1,195

Comparing this past Novembers (provisional) percentages with those recorded for October, it is disclosed that the average advance of nine-tenths of 1 per cent was reflected in only four of the sections—New England, Middle Atlantic, West North Central and Mountain. By divisions the comparisons follow:

	Percentage Entering Storage—1932		
	Oct.	Nov.	Ch'ge
New England	75.2	77.6	+ 2.5
Middle Atlantic	85.4	88.8	+ 3.4
E. No. Central	86.0	85.0	- 1.0
W. No. Central	68.3	74.5	+ 7.1
South Atlantic	85.8	82.0	- 3.8
E. So. Central	60.4	56.9	- 3.5
W. So. Central	65.1	64.5	- 0.6
Mountain	72.0	83.1	+ 11.1
Pacific	75.6	73.8	- 1.8
Entire country	79.5	80.4	+ 0.9
Warehouses reporting	1,191	1,195	

Southeastern Railroads Insist on Rule 23 Revision, But Southwestern Carriers Abandon the Idea

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

DESPITE a renewed protest by Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, the Interstate Commerce Commission permitted supplement 22 to E. H. Dulaney's tariff I.C.C. 45 to become effective on Jan. 15.

This tariff inaugurates in the Southeast the revolutionary practice of permitting railroad agents to act as sorters and forwarders of carload freight, and apparently marks the beginning of the breakdown of Rule 23 of the Consolidated Freight Classification, which prohibits carriers' agents from acting in this capacity (See *Distribution and Warehousing*, January, p. 38).

The provisions of the Dulaney supplement are the same as those set forth in the carriers' application for permission to establish the rates on less than the statutory notice of 30 days. These were given in full in *Distribution and Warehousing* for January, p. 41.

Mr. Little attempted to have the Commission suspend the supplement by referring it to his protest filed against the original Dulaney supplement embodying the proposal. (The original supplement was suspended by the Commission in I. & S. Docket 3816, which now will be discontinued.) The Commission, however, refused to suspend, leaving a formal complaint as the only way out for the warehousemen.

—Stephens Rippey.

The foregoing Washington correspondence indicates a breakdown in Rule 23 in Southeastern territory unless the carriers there can be checkmated through formal complaint to the Interstate Commerce Commission by the American Warehousemen's Association.

In Southwestern territory, however, the railroads have abandoned their proposal to change Rule 23. The executive committee of the Southwestern Freight Bureau discussed the subject at its January meeting and it was the view of the majority that no change in Rule 23 should be made in the Southwest. It was

understood that the Missouri Pacific took the lead in opposing the suggested changes.

The Southwestern executive committee's action followed a St. Louis hearing on Dec. 1, when Mr. Little and other representatives of warehousing assailed the proposed Rule 23 revision as a "radical experiment" and something which, if put into effect, would bring the railroads no compensating gain.

The revision as suggested would permit the rail carriers to unload, sort and deliver shipments moving at carload rates; in other words, the railroads would obtain pool car business enjoyed by warehousing for many years. Mr. Little told the rate committee:

"We shall lose to you the handling of cars requiring the simpler services because of your inability to make any charge therefor that will adequately reimburse you for the expense involved and which we must assess if we are to stay in business."

Mr. Little's full statement to the committee was published in full in the January *Distribution and Warehousing*.

Kennelly Reelected as President as N.F.W.A. Favors Federal Truck Regulation

Highlights of 13th Annual Convention

By KENT B. STILES

HOLDING its largest convention in years—numerically it possibly outranked all others—the National Furniture Warehousemen's Association met on Jan. 17-21, at Chicago for the first time, and concentrated on its problems of the year ahead, including recapture of packing through container service by rail; quotations on packing; and motor truck regulation. Approximately four hundred persons registered, ladies and guests included, and a notable feature was that the business sessions drew an estimated average of two hundred executives. The delegates, attending from all sections of the country and with a sprinkling from Canada, devoted themselves seriously to the reports and discussions and it was the consensus at adjournment that the worth of the National's existence had found a new emphasis in the era of industrial slump and that the association's activities, now in their thirteenth year, were more important today than during the brighter period of 1929 and earlier.

The National broke precedent by choosing a president for a third successive year. Martin H. Kennelly, Chicago, was retained in office, and the sentiment of the member-

ship was echoed when A. V. Cresto, Kansas City, said in seconding the nomination: "We have that leadership that so many trade associations lack."

The officers and directors of the Allied Van Lines, Inc., the National's long-distance motor transportation agency, held a meeting, and one session of the National's convention was devoted to Allied's activities. It was announced that Allied had experienced a prosperous 1932, and the agency retained as its president Barrett C. Gilbert, New York City.

The National, also, closed its fiscal year successfully—with a surplus so large that, on recommendation by the past presidents' committee headed by Charles S. Morris, New York City, the National's 1933 board voted, at a post-convention meeting, to give the association's members credit, out of the 1932 surplus, of 33⅓ per cent on their 1933 dues. This again established precedent.

One outstanding highlight of the convention, held in the Edgewater Beach Hotel, was the adoption of a resolution favoring Federal regulation of trucks and vans engaged in interstate commerce.

THIS situation President Kennelly considered so vital to members' welfare that he appointed a committee of twenty headed by F. L. Bateman, Chicago, a past president. This committee held its own meeting and brought in a memorial which was unanimously adopted. It reads:

"Whereas, the membership of the National Furniture Warehousemen's Association which is located in every State in the Union is concerned with handling a substantial volume of traffic in interstate commerce; and

"Whereas, the members have observed with alarm a trend toward conflicting State regulation, and duplication of license fees, which hampers and burdens the freedom of movement of interstate commerce; and

"Whereas, the public interest is best served by measures that will insure responsibility on the part of truck and van operators upon the highways; it is therefore

"Resolved, that the National Furniture Warehousemen's Association favor Federal regulation of trucks and vans engaged in interstate commerce to the end that uniform and reasonable rates be insured, responsibility and freedom of interstate traffic be established subject only to such local and State ordi-

nances as may be necessary to insure registration and license and to protect life and property in the operation of truck and van equipment upon the public highways."

Before appointing the committee President Kennelly said it was proper also that the association consider a suggestion, emanating from H. H. Hardy, Lansing, Mich., that the National adopt

THE Chicago convention of the National Furniture Warehousemen's Association was concluded rather late in the month and only the highlights are presented in this February *Distribution and Warehousing*.

A more detailed report of the papers and discussions will be published in the March issue.

a plan of operation to enable affiliated State associations to contact State Legislatures on a uniform basis, with concentration on moving van operation. To that end Mr. Kennelly created a special

committee and appointed Mr. Hardy its chairman.

In the closing hours of the convention the members elected the nominating committee for 1934. Charles S. Morris, the National's first president, was chosen chairman in the customary secret balloting; he had been nominated by Joseph W. Glenn, Buffalo. The other committee members elected are: southern division, N. S. Von Phul, San Antonio, nominated by John J. Woodside, Jr., Atlanta; eastern, Charles J. Blanck, Pittsburgh, nominated by James F. Keenan, Pittsburgh; western, Frank A. Payne, Los Angeles, nominated by R. V. Weicker, Denver; and central, Joseph H. Meyer, Chicago, nominated by F. L. Bateman, Chicago.

As chairman of the container committee, Mr. Bateman expressed his belief that the nation's railroads would reduce freight rates on transport of household goods, thus enabling the association to proceed with its work of setting up a container system for exchange of shipments of rail. Mr. Bateman indicated that at the present time the committee was not prepared to favor either metal or wooden containers but that it hoped to adopt the best type when rate opportunity offered.

George R. Meyercord, heading the interests manufacturing the container of



An N.F.W.A. Chicago convention picture taken without the advance knowledge of the men shown—left to right: Martin H. Kennelly, elected president for the third successive time; Ralph J. Wood, who has served as secretary since the National was organized in the summer of 1920; and Elmer A. Eulass, who has reported virtually all of the National's assemblies and who has been reporting warehouse meetings longer than a quarter of a century!

Rail Vans, Incorporated (described in article in the January issue of *Distribution and Warehousing*), addressed the convention. Commenting that the National was the first trade organization to attempt to coordinate truck and rail, Mr. Meyer cord said that with warehousing's tax and regulation problems acute, his company was placing the rail-vans at the disposal of household goods shippers but that rate structure was paramount before the container could be universally used. If the National's members would

get back of the rail-van in the early set-up, he promised, Rail-Vans, Incorporated, would "gladly play ball" with the National exclusively except for one or two agents already appointed.

"It should build household goods shipping for you," Mr. Meyer cord declared. "The railroads should be willing to store the vans free, when idle, in order to get the traffic back from the trucks and also to return empties free."

Weather packing for rail shipment should be on the hundredweight or cubic

foot basis was considered at length, and discussion indicated that the hundredweight method was generally preferred in the West and the cubic foot basis in the East. On motion by Milo W. Bekins, Los Angeles, it was voted that the association recommend the hundredweight method to the members. Also on motion of Mr. Bekins it was recommended that all local round table groups file their packing tariffs with the National's headquarters office in Chicago and send copies to other round table groups.

1933 Controlling Boards of the National and the Allied Van Lines

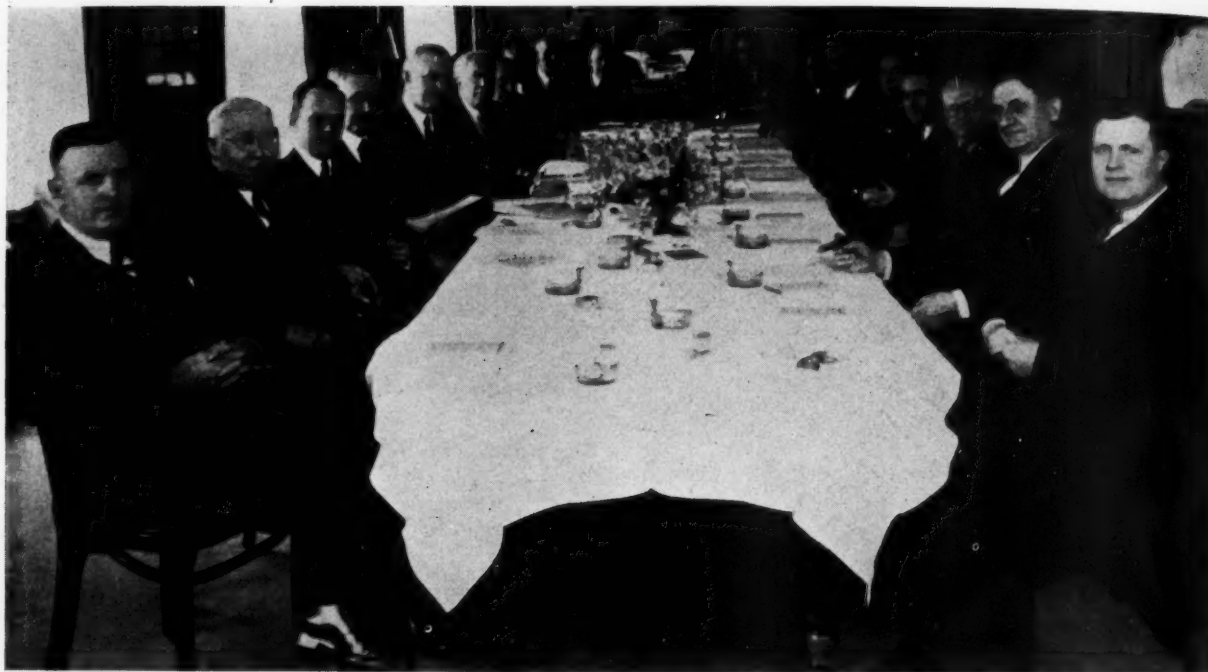
N. F. W. A.

President, Martin H. Kennelly,² president Werner Bros.-Kennelly Co., Chicago.
Eastern vice-president, John G. Nesser,⁴ president Manhattan Storage & Warehouse Co., New York City.
Southern vice-president, John N. Wilkinson,¹ president Carolina Transfer & Storage Co., Charlotte, N. C.
Central vice-president, Oliver T. Skellet, president Skellet Company, Minneapolis.
Western vice-president, Herbert B. Holt,² secretary Bekins Van & Storage Co., San Francisco.
Secretary, Ralph J. Wood,² president Lincoln Warehouse Corp., Chicago.
Treasurer, James D. Dunn,² president Riverside Storage & Cartage Co., Detroit.
Directors for three years: Barrett C. Gilbert,¹ vice-president Gilbert Storage Co., Inc., New York City; Edward G. Mooney,¹ president Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.; W. R. Thomas,¹ vice-president Lincoln Storage Co., Cleveland; Robert v-H. Work,¹ Weicker Transfer & Storage Co., Denver.
Directors for two years: Melvin Bekins,² manager Bekins Omaha Van & Storage Co., Omaha; C. R. Horrell,² local manager Lyon Van & Storage Company, Long Beach, Cal.; Buell G. Miller,² president Miller North Broad Storage Co., Inc., Philadelphia; G. K. Weatherred,² associate manager Dallas Transfer & Terminal Warehouse Co., Dallas.
Directors for one year: F. L. Bateman,² president Trans Continental Freight Co., Chicago; James F. Keenan,² president Haugh & Keenan Storage & Transfer Co., Pittsburgh; Oscar W. Kreutzer,² secretary United Fire Proof Warehouse Co., Milwaukee; John J. Woodside, Jr.,² president John J. Woodside Storage Co., Atlanta.

A. V. L.

President, Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., New York City.
Eastern vice-president, Joseph W. Glenn, president O. J. Glenn & Son, Inc., Buffalo.
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Treasurer, Joseph H. Meyer, president Federal Fireproof Storage Co., Chicago.
Secretary and general manager, Wilson Collin, Chicago.
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¹New. ²Reelected. ³Holdover. ⁴A director last year.



The National's 1932 board of directors at Chicago. With a few exceptions the 1933 Board's personnel is the same

President's Report

IN his report as president, Mr. Kennelly commented on the loss of membership during the year—783 to 713—but said that the nine per cent reduction was not poor when compared with the experience of other trade organizations. He warned against members' failure to remit collections. Meanwhile both the National and Allied were "now functioning on a proper and economic basis," he declared, with service to the membership improved, and "further adjustments may be necessary to conform to the times." Although revenue had decreased, he announced, the end of 1932 saw a surplus of \$9,376.29, as against a deficit of \$4,276.91 the year previously. Also the Allied had reduced its operating expenses and was functioning within its revenue instead of having a deficit. He recommended a reduction in the billing for the 1933 dues of the National's members.

Mr. Kennelly reiterated his policy of decentralization of association activities and against centralization of power in the National, and for the strengthening of local and State groups.

"If conditions are good in a city or State," he said, "you can depend upon it—the associations are functioning properly; and if conditions are bad, if there is unrest and tearing down of the business structure, look over the association, look over the work which warehousemen are doing for themselves and for their industry, and as a rule you will find the reason for the trouble. No longer will associations function by giving them absent treatment. . . .

"The salvation, to a large degree, depends upon the manner in which we handle local cooperation. The task well deserves every bit of your ingenuity and resourcefulness. While it is very discouraging, a task never-ending, its importance justifies all the effort you can put into its solution."

Alluding to competition, the president said it was in two forms—member competition and non-member competition.

"The first obligation of the warehousemen to themselves," he emphasized, "is to see that their member-competition is kept on a high standard and then they will be in a position to cope with non-member competition. Careful analysis of the non-member competition should be made by N.F.W.A. members in order to see what steps should be taken to meet the competition."

Mr. Kennelly suggested to the statistical committee, headed by C. F. Basil Tippet, Toronto, that it could "with profit to us all study the question of rates around the country, deciding what basic cost would enter into our selling price and thus putting it all on a percentage basis, so our members would have some guide for arriving at a proper selling price for their services."

Meanwhile the rate structure had been well-maintained, in his opinion.

There is no question but that price levels are being reduced," he said. "It is a very debatable question. There are two schools of thought, apparently, as far as our own industry is concerned. One advocates a reduction in order to attract business from the lowest levels, which would mean a reduction of 30% to

50%, as information gathered indicates that a lot of moving is 'distress' moving, and in order to get it at all we have to put out a 'distress' price. This would mean a reduction in labor to correspond, and all other expenses—and I have never been able to bring myself to the conclusion that this is the way for us to get out of our troubles. In my opinion, every time the purchasing power is reduced, it is just delaying the final recovery. But, leaving the economics out of it, is it good business for us to sell our service at a loss?

The president's report touched on packing, containers, traffic, the Allied Van Lines, and employer-employee relationship. Asking whether the members were giving thought to their share in the job of bringing about better conditions, Mr. Kennelly urged that more consideration be given to the problems of employees. "After all," he commented, "success will come only when the purchasing power of the people is returned."

In conclusion Mr. Kennelly asked the delegates "to take back a firm resolution that as far as you are concerned, 1933 will be a better year, not because of someone else making it so, but because of your part in it."

Gary Blaze

Fire of undetermined origin destroyed the warehouse of James E. Burke, Gary, Ind., on Dec. 16, causing a loss estimated at \$60,000. Full insurance was carried by Mr. Burke, but most of the 200 customers storing household goods there were not covered.

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Number 88

Bootlegging in the Storage Business

*Unfair and Unethical Practices of Certain Competitors Absorb
Easy Profits While Side-Stepping Costly Services*

By H. A. HARING

IN every industry there exist customs and practices not sanctioned by its code of ethics. Warehousing is not, in this respect, an exception to the rule. Some concerns are in the business and some men are in control of solicitation whose idea of "get the business and worry afterwards" is so strong that they stoop to methods of which they are probably not at all proud but which they justify, or try to defend, on the ground that "they are necessary" in the competition for accounts.

Warehousing is not bad, as industries go, when looked at with this thought in mind.

Yet it has weak points which come dangerously near to "bootlegging" methods.

We may as well recognize these conditions; and, while

of course not stooping to do the same thing, they are well to bear in mind when telling the "warehouse story" to a client or prospect.

The word "bootleg" is slang. It is unknown either in Europe or South America, being peculiar to our own country. It originated in the days of the frontier when men rode horseback, clad in boots reaching well up to the knee. These boots became a natural place to slip in a knife or a roll of money, a package of matches or a pipe, and, quite as inevitably, the "bootleg" offered a hiding place for other objects. With the passing of time, the word came to be applied to only one article, liquor. Therefore, according to the dictionaries, to "bootleg" now means "to carry liquor about on the person and sell it where the sale of liquor is prohibited."

IN this manner "to bootleg" now carries a flavor of what is illegal and unlawful.

We use the word as a term of contempt. Whenever a competitor pulls off a clever trick we lambaste him as a "bootlegger." All through 1928 and 1929, when corporations were lending their surplus cash on the stock market at high rates of interest, the bankers indignantly called the practice "bootlegging in loans." Yet nothing wrong was being done, especially as the banks themselves negotiated and collected the loans for account of the terrible corporations—at, of course, a percentage charged for the trouble.

Just as surely as a motor trucking concern takes over a lot of goods for storage, some warehouseman is tempted to exclaim:

"That outfit's not a warehouse! It's a bootlegging fly-by-night."

And so "bootlegging," in our warehouses is a thought worse in its sound than in the fact. The word suggests that the whole warehousing industry smacks of the illegal and unlawful; whereas, as a matter of fact, such is nothing of the sort.

Warehousing, however, thoroughly lawful and legal as it is, does yet suffer from methods of competition which are

Crystal Gazers

IN THIS article, which Mr. Haring wrote prior to the Cincinnati convention of the American Warehousemen's Association in January, the author comments:

"We have heard very little, of recent years, of the old slogan: 'Choose Your Warehouse as You Would Your Banker.' It is high time that this be resurrected."

Now turn to page 15 and read the "Slogan" resolution which the A. W. A. adopted at Cincinnati. In that memorial we find:

"Resolved, . . . that we recommend to our membership the use of the slogan 'Choose Your Warehouse as You Would Your Banker.'"

Through foresight, a warehouse observer and a warehouse association arrived coincidentally at the same conclusion!

And it is a conclusion which every shipper should heed, as Mr. Haring forcefully points out in his timely article.

unfair to say the least. Some of them are so flagrantly unethical as really to merit all the contempt hidden in that word "bootlegging." They savor of methods dark and customs which will not bear the light of day. Many of them are subterfuges, merely for the sake of picking up the easy profits of warehousing. Often the patron is induced to contract for something which looks like warehousing—and which may even carry that name—but which is "color and smell" only. It is merely a blend of outward appearances, offering actually a minimum of the protection and the services which the patron thinks he is buying.

The "bootlegger" lacks many of the essential services of a real warehouse, particularly those two most valuable elements:

Ample protection for the goods.

Full integrity of the warehouseman.

In our current use of "bootlegging" we thoughtlessly give approval to the thing we mean to condemn.

The "bootlegger" is doing something forbidden by the law. He makes money doing it. We know very well he does. Yet, while hurling this contemptuous word at him, we do not entirely disapprove. We even carry on business with him.

"Bootlegging" is unlawful. But it is

not dishonorable, nor does it bring any social disgrace. No one of us would call it "dishonest," although we thoroughly understand that the Government is being defrauded of its rightful revenue. The "bootlegger" suffers no degradation in our eyes, for the simple reason that the law which makes his business illegal has not the cordial support of the people.

Thus "bootlegging," when applied to liquors, is clearly unlawful and unethical but not disgraceful.

And, when we blast a warehouse competitor as a "bootlegger," it does not follow that his business methods are illegal or dishonest. They are probably not according to "the Hoyle" of the code; they are strongly unfair and not aboveboard; but yet they are permitted in the competition for business.

They must be reckoned with when dealing with patrons of the warehouse, for the reason that these patrons may be, on the quiet, negotiating with the "bootlegging" fellow down the street.

Older Than Prohibition

SO commonly do we associate "bootlegging" with prohibition that we forget its age.

Under one guise and another it has existed all down the pages of history. Always, too, has its social meaning been the same: a word of contempt but wholly without the sting of social disrepute. The "bootleggers," too, have always managed to make occasional successes of their business so that their wealth won recognition socially and politically, and, very shortly, their sons and daughters were accepted without taint and were welcomed into the most sacrosanct of homes.

Five or six hundred years ago, long before Christopher Columbus, in continental Europe as well as in England there arose the first labor unions. They were known as "guilds."

These guilds were exceedingly powerful. No labor union of today, either on railroad or in coal mine, has ever been strong enough to equal the arbitrariness and despotism of the guilds.

The guilds gradually spread out into every trade. The weavers and shoe makers were among the first to be organized. The jewelry makers and armor makers were tightly tied together so that no man outside the guild could sell any competing article. Harness makers and blacksmiths did not escape the new method for keeping wages up and limiting the supply so that prices would not fall. The flour millers had their guilds, and the hat makers, and the silversmiths, and the pottery makers, and the clock makers.

In any town the shoemakers' guild required a man to serve seven years as an apprentice before he could call himself a "master." Once a "master" he commanded the full wage, but, throughout all those seven years of enforced "learning," he was paid very little. Often a lump sum (equivalent to about ten dollars) was paid to his father at the beginning of apprenticeship to cover the boy's wage for the whole seven years. Then, to make the guild powerful and

to enforce its rules, any man in the town who made a pair of shoes outside the guild's control or any merchant who sold or offered to sell a pair of such shoes or anyone suspected of doing either of these things—was run out of town. He could never again live within the town. He might, of course, migrate to another town. But to no good. For, at the new place, another guild had the same rules, plus the requirement that a newcomer, however skilled he might be, was obliged to begin at the beginning and serve those long seven years "learning" the trade.

The rule of the guilds, throughout all Europe and England and lasting four or five hundred years, is looked upon as the most autocratic event in all history. No individual and no organization has ever equalled their power. Neither king nor monastic order has approached the iron grip of the guilds.

The outlawed shoemaker could, of course, remove himself from the town and go into the country. Nothing was to prevent his establishing himself in his trade in a rural district, so far as the guilds were concerned. But—and this "but" reinforced the power of the guilds—there was no money in the country. Men were born, grew up and married, and died and were forgotten, in those centuries, without ever knowing the "feel" of a piece of silver. Our stubborn shoemaker could not, therefore, make a living in the country.

Country people had no shoes. They wore home-made wooden affairs in some lands; rude moccasins in others. Within the house everyone went barefooted, and outdoors they did the same all summer.

In the towns, too, only those of wealth could afford shoes at the high price set by the guilds. The town poor never put their toes inside a shoe, unless for a christening or wedding it was possible to borrow a pair from the landlord.

What we have said of shoes was equally true of every article for which a guild existed. For century after century so absolute was the domination of the guilds that economic progress among the people was completely stalled. They were so powerful that laws were passed for their benefit. Those were indeed "the dark ages" of human history and they continued until the invention of machinery set men free from control of production.

No man, while the guilds ruled Europe, could lawfully get a silver spoon or a pair of shoes or a yard of woven cloth without paying tribute to the guild which made that particular article.

But men got these articles none the less.

They bought from "bootleggers"—although another name was used at that time.

Here and there a workman of courage defied the guild. He plied his trade just outside the town, using some ingenious avenue of selling his wares to the rich and to whoever had the price. He traded his wares for food. He bartered one thing for another. And, on rare occasions, a merchant would dare the law by handling the forbidden goods. The beginnings of the Jew peddler date back

to this period, for these men with packs on their backs slyly went from door to door to sell what the law forbade. Both the defiant workman and the obstinate merchants became wealthy, whenever they were capable, because in their hearts the people, even the rich, did not support the guild-favoring laws.

Much like "bootlegging" in our own day, the industry may have been unlawful, but it was neither disgraceful nor socially disreputable. The "independents" openly set at naught the law and the vengeance of the guild, because popular favor was with them, although, at the same time and in the same town, less courageous men knuckled down to the rule of guilds. It was only occasionally, and at widely scattered places, that anyone dared "bootleg." The risks were great. For, if the guild was able to enforce its rules, no offender could ever again enter that trade in that town.

And, as the risks were huge, so the rewards were rich. Those who successfully carried on the "bootlegging" became in the very next generation the wealthy families of that town and the leaders in its business.

Smuggling

ANOTHER phase of "bootlegging" in history was known as "smuggling."

For fifty years preceding the Revolution the American Colonies lived under laws of England which they believed to be unfair. They were "taxed without representation" and "without consent of the governed." Heavy import duties were levied on what they bought from abroad and equally heavy export duties on what they shipped across the sea. England required, as a further penalty, that nothing should enter or leave an American port except on an "English bottom" so as to retain in England the profits from shipping. Even goods shipped between America and the West Indies had to go—provided, of course, that they traveled according to the law—first to an English port and thus make a triangular trip of six thousand miles twice across the Atlantic instead of following the direct route of a few hundred miles.

Naturally, in the thirteen Colonies, public sentiment did not support these laws. Soldiers and sailors, sent from England to enforce the law, were openly maltreated.

Colonial merchants evaded the law right and left. They made boast of it. To "smuggle" was a patriotic act. All sorts of collusion was practiced with the customs agents, employees of England but susceptible to bribery, and prevailing sentiment three thousand miles from home at a time when six to ten weeks was required to cross the ocean.

Historians have estimated that one-half the trade of the port of Boston, then the most important in this country, was in violation of the law. Many of the "oldest" and "blue-stockingest" families of New England owe their position and wealth to business operations which were an open defiance of the law. They were "smugglers" through and through.

Nine-tenths of the merchants in the

thirteen Colonies, at the outbreak of the Revolution, were "smugglers."

One out of each four of the revered "Signers" of the Declaration of Independence are known to have been, at one time or another in their business lives, engaged in contraband trade. They were proud of it. Their descendants deem it an honor that these men had the courage to defy a country which made unfair laws.

Even John Hancock, first Signer and the one whose hand-writing is best known all over America, was a noted "smuggler." So was Jonathan Trumbull, another Signer. Alexander Hamilton was another, and he openly gave approval, in his capacity as attorney for Colonists, to contraband commerce of this sort. Three of our Presidents, possibly also a fourth, were "smugglers" at some time of their careers. One of them was notorious for his defiance of England in this respect.

The "prince of smugglers" of that time was John Hancock. His legal adviser was John Adams, also a Signer and the second President. In fact at the exact hour when the first battle of the Revolution was being fought at Lexington John Hancock was on trial before the English High Court in Boston, with Adams as his attorney, trying to defend himself against a claim of half a million dollars for smuggling.

Thus we find a long history behind our present attitude toward the "bootlegger." He does what is forbidden by the law. He knows this and so do we. But that law has not the unbounded support of the people. Enough of us believe the law to be wrong in principle that we look with indulgence on anyone who defies it. We might not care to do this ourselves. We prefer not to become "bootleggers," and yet we easily condone those who do. We disregard their technical law-breaking and treat them as though they had done no wrong.

When, therefore, we fling "bootlegging" at them the word sounds far worse and more contemptuous than our real opinion in the matter. In our anger we exaggerate their offense. We curse them too loudly. Their conduct may be a bit irregular but disgrace does not follow, nor is the accusing finger of dishonesty stuck out in their direction.

"Bootlegging" in Business

CLOSELY akin to "bootlegging" and "smuggling," where the wrong is in defrauding the Government of its tax or in defying it to enforce a law not approved by the people, are those lapses in conduct which occur in business.

Here the offender does things which, under the high idealism of codes, are "unfair" or "unethical." These practices easily grade off into acts of "underhanded" character or "too clever to be honest" or "slippery."

During the war our Government and the banks urged wealthy corporations to invest their surplus cash in Liberty bonds if they were not to need the money for a long time to come, or, in loans on the open market, if they were apt to require the money themselves in a few

weeks or months. Corporations were almost compelled to let out their surplus cash on the call-money market, in order to relieve the strain on the Government and the banks.

So well did our companies learn that money at interest earns a profit that they continued the practice; but when in a few years they became serious competitors of the banks, our dignified bankers began to call them "bootleggers." The Federal Reserve Board, in a series of bulletins for nearly two years, begged them to withdraw from the call-money market, while interest rates were soaring, but of course the warning went unheeded. What the corporations were doing was thoroughly lawful, although it was manifestly unfair.

About forty years ago, in 1893-1897, when interurban trolleys first developed, the railroads yelled loudly and mightily about "unfair" competition. They complained about the lower rates, about the free use of city streets and about the "widows and orphans" whose investment in railroad bonds would be jeopardized unless some one "made a law" to throttle the trolleys. Many a time during those years did I listen to the general passenger agent of the New York Central talk himself red in the face to prove that the people rode the trolleys but managed to let the railroads carry their baggage!

This same baggage, in our own day, has brought about another sort of "bootlegging." In city after city, the first taxicabs were built with a compartment at the driver's right side to accommodate a traveler's trunk when set on its end. For an extra fifty cents the passenger, as he went to or came from a train, could carry his trunk along with him. The convenience was immense. Those worrying womenfolk who always fear their trunk may be stolen or lost acclaimed the new plan with immense favor. The price, too, was but a half of what the transfer companies ordinarily charged for a piece of baggage. These companies were prompt to yell "bootlegger!" but they were powerless to stop the practice. Many and many a woman was induced to take her first ride in a taxi in just this manner: she gladly paid ten times the trolley fare for herself to reach the station for the satisfaction of keeping an eye on her belongings all the while.

Of late years, however, this howl from the transfer companies has grown dim. Seven-eighths of all the taxicabs (according to 1931 reports) no longer have this trunk-compartment. The reason is well known: people hardly travel with trunks, because modern dress has become so compact that handbags suffice for an ordinary journey. Even the transfer companies have had to contract their facilities, and, by merger and by going into other lines of deliveries, they are fast going out of business. What began as "bootlegging" was a faint signal of a change in the industry!

When the first drug store hung out the sign "cut rate" the good people of the community were afraid to patronize it. It was impossible—as they thought—for such a place to have anything better than imitation and shoddy merchandise.

For several years the local bank would not lend money to such a merchant, their thought being that he was on the road to sure bankruptcy. Such great houses as Colgate and National Biscuit and Hinds and Eastman Kodak refused to deal with them. What these manufacturers called the early cut-raters I do not know, but I am quite sure it sounded much like "bootleggers." And, without any question, the cut-price movement ought to be blamed for many unfair and unethical practices; but, in thirty years of watching them and studying their methods, I have yet to be told, even in a whisper, that their "bootlegging" is tainted with dishonesty. Today, while we may occasionally inject a tone of bitterness into that word "cut-price," all of us regularly are patrons of their stores.

Or, when we buy a new set of tires or need a new roof for the warehouse, we are pretty sure to negotiate with recognized "price cutters" along with getting estimates from the most reputable source of supplies.

Although we have nothing but contempt for the "price cutter" in warehousing we show our inconsistency when we deal with "bootleggers" in our buying. All the arguments we use to show the shortcomings of "unfair" competition among warehouses are forgotten when we are in the market to buy for ourselves.

And so, in every industry, there exist customs more or less "unfair" and "unethical," although still nicely above being dishonest. All of these are "bootlegging" practices. They range from cutting the price to offering accessory services without charge; from forward dating of the billing to secret allowances of 20 per cent off the standard rate; from "free storing" in order to get the trucking revenue to "free delivery" in order to get the storing revenue; from "absorbing the switching" for the sake of controlling the storing to "absorbing the storage charges" for the sake of controlling the freight movement.

"Bootlegging," in our warehouses, includes such unfair practices as paying the insurance premium; giving "seasonal" storage without a charge; making excessive loans against the goods or helping the patron to obtain unsafe credits; posing as field warehousemen when the whole set-up is a fake; issuing receipts before the goods are actually received into store; carrying advances for freight beyond the current month; quietly underquoting published rates by one device or another.

All these unethical practices harm the industry.

In the issue of *Distribution and Warehousing* for April, 1932, when discussing conditions of leasing space in the warehouses, several examples were quoted to show that a wild quotation of space for "1c. a foot" or similar crazy rate becomes an easy tool in the hand of a prospect for clubbing down a fair rate from another warehouse.

The process is quite familiar in all bargaining, wholly without reference to whether the client really intends to accept the "bootleg" figure or not.

Just as a two-inch ad of the new Gillette blades, by one store in a city, for a price of 49c. or 45c., will upset the established 50c. price all over the city; so, with equal effect, one rampant price cutter among the warehouses can make trouble for every warehouseman in his community.

"Bootlegging" is a Warning

IT has been the experience of many industries that the "unfair" and "unethical" practice is a rather definite warning of what lies ahead.

Boiled down to simplest terms, each "bootlegging" practice is the effort of some slipping concern to overcome the handicap of its weakness.

It is the attempt of the under dog to throw off the advantage possessed by the best concern in the industry.

"Unethical practices," once declared President Hoover before he became President, "are the first signs of over-capacity in an industry."

So long as the market absorbs readily all the industry has to offer, every concern goes merrily along. No one stoops to unfair or underhanded methods to get the business. But, just the moment capacity exceeds demand, some poor concern is obliged to cut the price or offer some inducement in order to keep going.

Any form of "bootlegging" in an industry should be looked upon as a warning that trouble lies ahead, for the reason that when inducements must be offered to get business it is only a question of time before all in the industry will feel the effects.

Hindsight, as well we know, is simple.

Any schoolboy can see clearly that if England had heeded the warning of almost universal "smuggling" one hundred and fifty years ago she might have retained control of America for decades to come. Any one of us can today tell the railroads where they failed to recognize "bootleg" competition by trucks fifteen years ago and might have saved themselves much of their present plight. Even our wives can show us where we ought to have, and might have, done differently in 1927 and 1928 and today have been wiser and wealthier for the doing.

If we are able to read aright the warnings of "bootlegging" in our own industry, we ought to be prepared for reform before it is too late.

That merchandise warehouses now have a total capacity in excess of current needs is self-evident. In this they have company a-plenty. The railroads are overbuilt, their freight houses and monumental passenger stations are now a financial load so great that the whole system of transportation looks foolish. Our office buildings are overbuilt, and apartment houses, and detached houses, and factories, and, well, most everything from dog kennels to hotels.

The problems of over-capacity bear down on the warehouses in common with all other industries.

Within each industry, however, the good are easily separated from the bad. Even over-capacity makes it more attractive to deal with one than with another.

For example, think of a shipment of freight.

Four years ago, or eight or ten, one of us with a carload to ship cared very little which rails carried it. If the Santa Fe wanted the traffic, well and good; but if the solicitor of the Badly Zigzag & Crooked RR. made a good impression, he might get the routing. The rates were the same in any case and the carload would look the same upon arriving at destination. Should damage result in transit, the claim would be paid about as promptly by one carrier as by the other.

Today it is quite different. The B. Z. & C. RR. is undoubtedly in position to underquote the Santa Fe by some subterfuge, or offer something "extra" for nothing. It will be able to deliver the car to the consignee. But, if damage occurs, what is the chance of recovery from the bankrupt B. Z. & C.? In theory, and under I. C. C. rulings, it ought to pay the claim as promptly as the good old Santa Fe. Yet no experienced traffic man would take the chance. He knows that the claim may lie among the "vouchers awaiting payment" for three or four years. It might even have to be scaled down, after two or three receiverships, to 40 cents on the dollar.

What happens in the railroads develops also with our warehouses.

At a time of great over-capacity, the weakest fall first.

We have, staring the industry immediately ahead, a condition that clients ought to take heavily to heart.

Those warehouses which have been "bootlegging" their way along are growing more and more shaky in a financial way.

Storage they still can offer. Are not their floors empty?

But of guarantee for integrity they have less and less to give the patron.

Their integrity is tottering.

Many of them are waiting for any good opportunity to get out of the business.

All the distress lofts and disused factories that have blossomed out as "warehouses" of recent months are but one degree removed from "false fronts." They are "bootleggers" pure and simple—falling so far short of the genuine warehouse in service that any purchaser must expect to receive "bad stuff."

The best these distress "warehouses" offer is a place to stick away a pile of goods.

They pick off the "gravy" of the patron's business by what they collect for storing his merchandise; but, at the same time, they side-step entirely all the accessory services of a real warehousing concern.

The protection of watchman and fire equipment is usually lacking.

Tried and trustworthy employees are an uncertainty: they may comprise the staff or they may not. The distant patron has no assurance on this point because the pseudo-warehouseman himself is an infant in the business. He knows little or nothing of all those precautions and double-checks which the experienced warehouseman throws around the goods under his roofs.

The distress spaces, for another thing, lack financial integrity. Provided all goes well with the goods from first to last, nothing matters. The owner of goods is, however, greatly concerned with the possibility of something "going wrong" no matter what it may be. When claims must be made, it is the case of our two railroads over again. If ever the owner thinks over the question he would prefer a claim against the solid Santa Fe to one against the Badly Zigzag & Crooked. The Santa Fe may be suffering from the depression, along with everyone else, but their "disbursement" vouchers look pretty good at the bank.

The "bootlegging" warehouse resorts to subterfuge to obtain goods to store. It offers little beyond storage. The patron should regard his contract about as he would a railroad ticket bought from a scalper: it may be all right. The price was low enough! But, if the ticket proves spurious or if the iron-clad clause is enforced by the railroad, the purchaser has no claim against the scalper. The loss is his. He knew the risks when he made the purchase.

Liquor bought from a professional "bootlegger" carries the same risk. It is a clear case of "buyer beware!" No one would expect to get anywhere with a claim for defective articles bought from a junk dealer, or at a second-hand auction, nor, for that matter, with cut-price goods from a "special sale" at a retailer's. Even in their advertisements our greatest stores warn us "no exchanges or returns" thereby protecting themselves against the inevitable defects and shortcomings of the stuff they use as "come on" merchandise.

"Bootlegging"—that is, cutting the price for warehouse service or offering valuable services without charge—is a warning that something is wrong. Even though the weakness is not apparent, even though it may not develop for another year or two, it is there all the time.

When it does burst through to the surface, those owning goods in store will suffer. They will suffer as surely as a depositor in a bank does when the door is closed.

It has become the custom, when a bank fails, for the notice pasted to the door to announce that "the directors have decided on this course in order to protect their depositors." This is high sounding and probably saves their faces, but no one believes it. They closed the bank because they had to and the last persons they thought about were their depositors. The officers were worried principally about themselves. Probably the insiders had ceased to be "depositors" at the eleventh hour by getting theirs out.

In a similar manner when a warehouse sees trouble ahead the motivating thought with the management is to save themselves, with little care about the owners of goods, especially those who are a thousand miles away and hardly suspect that the so-called "warehouse" is only some flashy stationery and an old loft building able to earn less than the taxes.

Never, I venture to say, in our ware-

housing history has there been so great a need as at the present time for the warehouse patron to exercise great care in selecting his connections.

We have heard very little, of recent years, of the old slogan: "Choose Your Warehouse as You Would Your Banker." It is high time that this be resurrected.

The growing population of warehouse "bootleggers" has become a threat to the integrity of the entire industry. "Bootlegging" is a warning to be careful. Warehouses should be as minutely examined by the client as would be an applicant for credit, remembering that the warehouseman is to be entrusted with goods not for thirty or sixty days but for months and months; even years.

In the light of 1929 and the three years since that year, commercial houses have thoroughly revised their credit ratings. Nearly every hotel in the country has thrown out bodily all those files of "credit cards" which identified a man for credit and for cashing a check. So large a proportion of "good risks" of 1928

are today "no good at all" that it was least embarrassing to junk the whole pile of records, and then make an explanation to the few individuals who had been unfairly deprived of good standing.

The same thing is now due for the warehouses.

The patron owes it to his own safety to take nothing for granted. Careful scrutiny of financial standing will show up many a "warehouse" as no longer deserving that name. Inquiry as to integrity and past reputation for dependability will make some concerns stand out like sore thumbs as danger spots. And in such an examination, the "bootlegger" stands first and foremost as a warning of weakness. He will melt out of the picture with the first sign of danger; and, when he does, the patron may pay a rather high price for a lot of services he thought to be getting "for nothing."

"Bootleg" goods are "bootleg" and never anything better.

The purchaser buys with eyes open; or,

if he does not, he is just plain foolish. No guarantee is offered, because the seller knows none is expected. The whole transaction is outside the pale of "fairness" and "ethics," and, in common with every shady dealing, the purchaser deliberately walks into danger. He buys at a cut price and has no right to expect superlative values.

In business, you know, good judgment is king. There is no place for emotion. There is no room for the unexpected. Every contingency, humanly possible to anticipate, is foreseen and plans made to thwart a disaster.

Therefore any warehouse patron who chooses to deal with "bootleggers" does so on his own responsibility. If, a year hence he finds his goods stored with less protection than he expected, he will have to content himself with recollections of how little he paid. That little will be too much, as then he will know. He will have "the color and smell" of genuine warehousing services—but not the reality!

General Ashburn Attacks Railroads and Chamber Committee in Waterways Address

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

ACCUSING a special committee of the Chamber of Commerce of the United States, which studied the transportation systems of the nation, of submitting a report written by a railroad attorney, Maj. Gen. T. Q. Ashburn, president of the Inland Waterways Corporation, delivered a characteristic attack on the rail lines at the 28th convention of the National Rivers and Harbors Congress here on Jan. 17.

In its report, the Chamber committee declared that unregulated competition with the railroads is unfair, contrary to the public interest in the losses caused, and inequitable to shippers whose interest is in dependable service and conditions. The report concerned both waterway and highway transportation, as well as the rail lines.

"The phraseology of this report is so characteristically anti-waterways that it is not difficult to believe that it was written by a railroad attorney," said Gen. Ashburn.

He said the report was not unanimous.

"Let us start from the basic and unassailable assumption that the people of the United States, who have subsidized, and will continue to subsidize, all forms of transportation, are entitled to the best and cheapest form of transportation available," he said. "As a whole, they are not concerned with the maintenance of any particular form of transportation, but they are concerned that they should get the best form of transportation at the cheapest possible rate."

Gen. Ashburn said it was a "phenomenon in our national life" that the railroads should "feel that they are the anointed of God and should be sustained though all else fail, and have converted a

great number to this theory." He said it illustrates the power of suggestion to a marked degree.

"I do not believe the railroads have suffered comparatively more than any other business, but they have certainly said a lot more about it, and by iteration and reiteration have accustomed the public to reading about the enormous loans made to them by the Reconstruction Finance Corporation (which materially add to their interest burden) in order to meet interest payments due, without any reference to the effect of such loans," Gen. Ashburn declared.

He said the 5-point program proposed by the railroads before the Coolidge committee indicates clearly that the railroads consider themselves entitled to peculiar advantages which, if demanded by any other industry, would meet with violent opposition.

Citing the huge amount of railroad stocks outstanding, Gen. Ashburn declared there was no equitable basis of

comparison between the rails and water and highway transportation.

"The successful operators of the latter forms (in which is included the Inland Waterways Corporation) have passed through no receivership, floated no bond issues to retire issues of lesser value, nor utilized such funds thus procured for unnecessary expansion, to meet competition, for the purpose of whittling away competitors' income, nor paid any princely salaries," he said. "In fact, the Inland Waterways Corporation has expanded gradually through the use of its own operating revenue."

Gen. Ashburn suggested establishment of joint truck-water rates, asserting there are many cases where the inherent cheapness of water transportation cannot be extended to the people of the interior through joint rail-water rates alone, due to the circuitry of the resulting route. Such rates should be subject to the jurisdiction of the Interstate Commerce Commission, he said. —Stephens Rippey

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Of particular interest to the warehouse fraternity are the warehouse bonded customs regulations, bonding procedure, bonded tea regulations, the standard terms and conditions, prohibited commodities, etc., occupying many of the book's 1700 pages.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

When Warehouseman Is a Gratuitous Bailee

IT is well-established law that a warehouseman is liable for loss or damage to stored merchandise if he fails to prove conclusively that his employees exercised ordinary care to safeguard the goods. This rule is based on the law of bailment requiring that under all circumstances bailees for hire exercise an ordinary degree of care to preserve merchandise in their care.

However, this rule of the law is not applicable with respect to a warehouseman or other person who accepts goods for storage without pay. Under the latter circumstance the warehouseman is a gratuitous bailee and is liable only if his gross negligence resulted in the goods being damaged or lost.

For illustration, in *Spencer Joint Stock Land Bank*, 165 S. E. 731, it was disclosed that a warehouseman held in his warehouse certain goods on which he was not receiving storage charges. The warehouse burned and the merchandise was destroyed. The owner of the goods filed suit to recover damages, but as the warehouseman was legally a gratuitous bailee the higher Court refused to hold him liable, and stated the following important law:

"The only responsibility that could attach to the defendant [warehouseman] in any event would be that of a gratuitous bailee. Under the law, a gratuitous bailee 'can be held responsible only for bad faith, or gross negligence. . . . If the property be wrested from him [a gratuitous bailee] by robbery, or taken by theft, or destroyed by fire or violence, without his gross neglect, he is not liable'."

Misrepresentation in Contract

THE law is well settled that a purchaser of any commodity may rescind the contract of sale on proof that he was induced to enter into the agreement by misrepresentation on the part of either the seller or his authorized employee.

For instance, in the late case of *Charney A. C. Allyn & Co.*, 243 N. W. 400, it was disclosed that a person paid \$2,000 for two bonds issued by Great Lakes Terminal Warehouse Company.

Later the purchaser sued to rescind the contract on the ground that he was induced to purchase them by misrepresentations and fraud. Proof was introduced showing that the seller had repre-

sented to the purchaser that the bonds were first mortgage bonds.

In view of this testimony the higher Court held the purchaser entitled to rescind the contract and receive back the purchase money, saying:

"If the bonds were represented to be first mortgage bonds, when in fact they were not, that representation alone would be sufficient to support the charge of fraud, to justify rescission, and to uphold the judgment."

State Tax on Retail Distributors Valid

GENERALLY speaking, a State taxation law is valid if its provisions are reasonable and not arbitrary. This rule is applicable with respect to tax laws which require retail distributors to

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pay the tax being paid by wholesale distributors.

For example, in *Great Morrissett*, 58 F. (2d) 991, it was disclosed that a State law was enacted which required chain stores to pay taxes for distributing goods to its own retail stores. The amount of this tax equalled the tax paid by wholesale houses and other professional distributors, such as warehousemen.

It was contended by counsel for the chain stores that the law was void because classification of chain stores with respect to wholesale dealers and professional distributors was unreasonable. However, the Court held the tax valid, and said:

"It is contended on behalf of complainant that the taxing of a distributing warehouse is merely an effort to place an additional tax or burden upon chain stores, and thereby require them to pay a greater tax than other retail stores engaged in the same business. . . . A dis-

tributing warehouse requires the same use of the streets, the same fire and police, and other public service protection, and occupies the same general relation to the taxing power as a wholesale house. . . . It is unquestionably true that the maintenance and operation of a large distributing house in addition to operating seven retail stores imposes upon the commonwealth and the cities thereof a greater burden in fulfilling their obligations of protecting property rights, maintaining streets and highways, as well as furnishing sewer and other sanitary conveniences."

Collision With a Fire Truck

THE law is well settled that the higher Courts have upheld the validity of ordinances which require private automobiles and motor trucks to stop near the right-hand curb upon hearing a siren of an approaching fire vehicle. However, this law is not applicable with respect to streets on which traffic lights are in operation, particularly when the driver of a motor vehicle is approaching a street intersection having the traffic light open or green.

For example, in *Stone Wood*, 157 Atl. 829, it was disclosed that a city ordinance provides that in case of any alarm of fire it shall be the duty of drivers of vehicles in a street in which fire apparatus is approaching to move such vehicle, without delay, to the right or left of the center of such street, so as to give free passage to such apparatus.

The facts are that a fire truck responding to an alarm and another motor vehicle reached an intersection of streets at the same time and a collision resulted seriously injuring a fireman. This intersection was equipped with an automatic traffic signal. At the time of the accident the fire truck was approaching the intersection confronted with a red light in the signal. The driver of the private vehicle was approaching on a green light. Although the fire truck was equipped with an electric siren the driver of the other vehicle neither saw nor heard the fire apparatus until just before the crash.

The fireman sued the owner of the private truck for damages, on the contention that when the driver of the private vehicle heard the fire truck's siren he should have driven to the curb and stopped. However, on account of the fact that the driver of the motor truck was approaching the street intersection,

and entered it, on a green light, the higher Court held the fireman not entitled to recover damages.

Railway Liability for Fire

ALMOST all Courts have held that when a warehouseman sues, claiming that his warehouse is damaged or destroyed by fire as a result of negligence on the part of railway company employees, the burden of proof rests on the warehouseman. In other words, if he fails to prove conclusively that the fire resulted from negligence of the railway employees he is not entitled to a recovery.

For illustration, in *Beck Warehouse Chicago, B. & Q. R. Co.*, 243 N. W. 154, it was disclosed that a warehouse was destroyed by fire and the owner claimed that the blaze originated from a pile of logs and grass which had been set on fire by a passing locomotive. However, as the warehouseman failed to prove conclusively that the fire originated in this manner, the higher Court refused to hold the railway company liable, and said:

"No one saw any fire on the grass or other surroundings of the warehouse on the north or west of the building. . . . The testimony of the train crew of the north-bound train tends strongly to support the theory that the warehouse was burned from the inside. . . . Whether the fire originated within the building from any cause, or was communicated from the smoldering fire in the logs south of the building, or was communicated from the fire of the campers, which fire was a short distance south of the building, or from some other altogether unknown cause, is merely a matter of conjecture. . . . It is not enough for the appellee to produce evidence that creates a surmise or conjecture that the fire may have originated as claimed by him."

Liability of Municipality

ALL Courts in the United States recognize the established law that municipal corporations are invested with two kinds of special powers and charged with two kinds of duties. The one kind is private—that is to say, merely municipal and for special local purposes and benefits. The other is of a political or governmental character for the general public welfare.

The maintenance of a fire department is in the nature of a general public duty as contra-distinguished from those duties purely municipal and local, and the employees thereof are not mere agents or servants of the municipality, but they are officers charged with a public service. In other words, the maintenance of a municipal fire department is a governmental function, and various Courts have held that when a municipal corporation acts strictly within its governmental character, for the general public welfare, it is not liable for the negligent acts of its employees.

The latest higher Court case involving this phase of the law is *Hooper City of Childress*, 34 S. W. (2d) 907.

The facts of this case are that a municipal fire truck, while being driven over city streets, collided with another motor vehicle, resulting in the death of its driver. The dependents of the deceased driver sued the city for damages and proved that the fire truck driver was known to be reckless. Therefore, the question submitted to the Court was:

Was the fire truck driver engaged in performing a governmental function and was the city liable for his negligence by reason of its officers knowing that he was a careless, negligent and reckless driver?

In holding the city not liable, the higher Court explained the law as follows:

"The officers of the fire department, and the like of a city, whether operating under general law or by special charter, are not the agents or servants of the corporation appointing them, but of the general public. . . . It follows, then, that the city would not be liable, though its council may have knowingly selected an incompetent driver."

Interstate Regulation

THE law is well established that streets and highways belong to, and are primarily for the use of, the public. Moreover, the Public Utilities Commission cannot exclude from the highways of the State motor transportation companies conducting interstate operations. On the other hand, it may impose reasonable regulations of such traffic authorized by State laws in so far as they do not constitute a direct and material burden on interstate commerce.

For illustration, in the recent case of *Motor Transport & Truck Co. v. Public Utilities Commission of Ohio*, 181 N. E. 665, it was disclosed that the Commission refused to permit interstate motor vehicles to travel over a desired route through the State, on the contention that traffic over this highway was so badly congested as to endanger public safety. Moreover, the Commission ordered the interstate truck owners to route their vehicles over a less congested highway and explained that an additional advantage would be conserving wear and tear of the congested highway which the owners of the trucks desired to utilize.

The truck owners appealed to the higher Court, contending that regulations of this nature violate the Federal Constitution with respect to interstate rights. However, under the circumstances, the higher Court held the regulation valid, and said:

"It is well settled that, in the absence of national legislation especially covering the subject of interstate commerce, the State may prescribe uniform regulations adapted to promote safety upon its highways and conservation of its highways; the same being applicable alike to interstate and local commerce. . . . With the increase in number and size of the vehicles used upon a highway, both the danger and the wear and tear

grow. To exclude unnecessary vehicles—particularly the large ones commonly used by carriers for hire—promotes both safety and economy. State regulation of that character is valid even as applied to interstate commerce, in the absence of legislation by Congress which deals specifically with the subject. . . . The record contains ample evidence covering the traffic conditions upon the highway in question to fully warrant the conclusion that additional motor truck service would create and maintain an excessive and undue hazard to the safety and security of the traveling public and to the property upon such highway."

Consignment Merchandise

VARIOUS Courts have held that where a purchaser accepts goods strictly on a consignment basis the title to such merchandise remains in the seller; and, therefore, the purchaser is not liable for loss or damage to such merchandise unless he failed to use care to prevent such loss or damage.

For instance, in *Holcomb Co. v. Dodge Co.*, 242 N. W. 367, it was shown that a seller delivered to a purchaser certain merchandise under a contract which specified that the seller "may at any time prior to the sale, whether conditional or unconditional, cancel this receipt and contract upon five days' written notice mailed to the dealer's [purchaser's] last business address known to the owner, whereupon the owner shall be entitled to immediate possession of the instrument."

Litigation developed and the Court held that under these circumstances the relationship of bailor and bailee existed instead of buyer and seller. For this reason the purchaser was not liable for loss or damage to the merchandise, inasmuch as he exercised ordinary care to safeguard it. This Court said:

"Before the owner [seller] delivered the property to the dealer, the trust receipt reserving the complete ownership of the property was executed and delivered. In each case the receipt outlined and limited the use that might be made of the property. . . . The legal effect of which establishes only the relation of bailor and bailee."

Semi-Trailer Restriction Statute Is Held Valid

GENERALLY speaking, a State law is valid which may reasonably be expected to decrease the dangers on highways. This rule is applicable with respect to restriction of sizes of motor vehicles.

For instance, in the recent case of *State Wetzel*, 243 N. W. 768, a State law was enacted, as follows:

"The over-all length of a vehicle shall not exceed thirty-three feet. The over-all length of a semi-trailer shall be measured from the rear thereof to the rear of the vehicle to which it is attached."

The operator of a truck and semi-

trailer combination, which was approximately sixty feet in length, was arrested and convicted for violating this law. The vehicle was being used in interstate commerce as a private contract carrier. The owner appealed to the higher State Court, contending the statute was invalid because it was an unreasonable restriction and also because it interfered with conduction of interstate commerce. Notwithstanding this argument the higher Court approved the operator's conviction, and said:

"We are unable to come to the conclusion that this Act is a merely arbitrary exercise of power. It is conceded that the length of a vehicle increases the dangers of its operation upon the highways. This fact obviously had the consideration of the Legislature, since the section under examination specifically deals with the subject and provides for limitations upon the length of vehicles."

City Council Must Have Legislative Authority

LEGAL EDITOR, *Distribution and Warehousing*: Is a traffic regulating ordinance valid which restricts the maximum load, the area in which the truck shall be operated, the maximum length and width of each truck?—H. & W. Motor Express Co.

Answer: Various Courts have held that a city ordinance is valid and enforceable by which the maximum load and length and width of motor vehicles are restricted from being operated on the streets, providing a State statute exists by which municipalities in such State have implied or expressed authority to enact ordinances of this nature. In other words, a city council must have authority from the State Legislature to enact a valid ordinance.

On the other hand, the ordinance would be invalid if its terms are unreasonable or discriminatory. For instance, an ordinance, properly authorized by a State law, would be invalid where motor trucks of specified weight and dimensions are not permitted to be operated by

warehousemen, when the same size and weight trucks are permitted to be operated by owners of motor trucks utilized in other and different businesses. Such an ordinance would be discriminatory.

Also an ordinance would be invalid which unreasonably restricts the use of motor trucks as, for example, where the weight or dimension of the truck is limited to an unreasonable degree. Ordinances of this nature are considered reasonable if usage of the motor trucks is not a detriment to the streets or unlikely to effect injury to a person or property, or if usage would not interfere with traffic.

Judging from decisions rendered by recent higher Courts, in my opinion the ordinance which you have submitted is not unreasonable nor discriminatory. I shall supply you with the following recent higher Court cases for reference: 141 N. E. 299; 52 S. Ct. 581; 140 So. 454.

Written Consent from Holder of Mortgage

LEGAL EDITOR, *Distribution and Warehousing*: Our custom is to get a signed statement from the customer showing the name of the furniture company holding the mortgage, but do not get an affidavit to this effect. We then write the furniture company holding the mortgage, advising that we have the furniture in storage on which they hold a mortgage, and also advise them that storage charges accrue from the date of our letter against their goods.

Please advise whether or not we have a lien on the furniture against our storage charges by virtue of the fact that the furniture company was notified, and were given an opportunity to remove the goods from storage, if they so desired.—Tarry Warehouse & Storage Co.

Answer: A higher Court in the late case of *Harnish*, 51 S. W. (2d) 145, held the holder of a recorded mortgage liable for payment of storage charges where it was shown that he consented to the goods being stored.

On the other hand, it is advisable that

you obtain written consent or authorization from the holder of the mortgage to store the goods. If possible, this agreement should contain a clause by the terms of which the holder of the mortgage agrees to be responsible for payment of storage charges.

It is my opinion that you cannot hold the holder of the mortgage liable for payment of storage charges by simply notifying him in accordance with your letter. It is necessary that you receive communication from him giving consent to having the goods stored or assumption of liability for storage charges.

What Constitutes Legal Weight?

LEGAL EDITOR, *Distribution and Warehousing*: I am a regular reader of *Distribution and Warehousing*. I read in the December issue an article on license fees and would like very much to have you explain whether I should obtain a license for chassis and body or the chassis alone.

My White chassis and body weighs 9,500 pounds, but the chassis weight is only 5,800 pounds. Also a Graham truck with manufacturer's listed weight of 10,000, on the scales in our city weighs 12,000 pounds but the chassis weight is only 7,340 pounds. I will appreciate your information as I am interested in knowing the Ohio law.—A. J. Herron.

Answer: In Ohio the law requires the license fee to be based on actual weight of motor vehicle as used for transportation purposes. In other words, the amount of the license fee depends on the total weight of the chassis and body and other accessories which may be utilized from time to time in connection with the vehicle.

For illustration, in one case a cattle truck body had removable sides and a removable end, and it was necessary to list the weight of the chassis, body and removable sides and removable end, although in some instances the owner utilized the truck on the highways without sides and end.

National Survey Indicates Increasing Number of New Furniture Departments at Warehouses

THE addition of a new furniture department to the regular business of old line storage and warehouse companies seems to be gaining considerable headway, according to a recent nationwide survey made by W. W. Hickey of Robert E. Palmer & Co. and the Hart Publications, Chicago.

Abandoning the old policy of auctioning off household goods to be sold for storage charges on the old job lot basis, many companies have substituted the plan of displaying this merchandise on their premises in much the same manner adopted by the more expensively operated department or furniture stores.

On this basis, bargain sales are made of individual pieces or in room groups.

Once established, however, it has been found necessary, in order to create buyer-interest, to use an illustrated mail campaign, the text of which is based on the economy of purchasing direct from the warehouses.

Each mailing consists of four-page or even larger folder, illustrating in color many of the pieces to be sold and carrying the prices and descriptive copy designed to arouse interest.

This direct-mail effort on the part of warehousemen has enabled them to utilize every angle of customer control, acquainting old customers with the newly-

featured furniture department service, thereby eliminating costly wasted newspaper circulation that competitive downtown furniture merchants must rely on to attract new business.

This whole plan has enabled most of these warehouses to increase their revenue materially, despite the fact that the merchandise was sold at bargain prices.

According to Mr. Hickey, his recent survey on this furniture merchandising plan has revealed such fine results that plans are now under way for the preparation of a flexible system of direct mail service that will be made available to all companies featuring or planning a new furniture department.

MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Power Prover Detects Fuel Waste

Exhaust Analysis
Key to Economy

PICTURE an oil company encouraging its consumers to save from 10 to 30 per cent on their fuel bill through increasing the efficiency of their motor fleet equipment. Sounds ridiculous, doesn't it? Let us tell you the story of a new service that has the whole fleet field talking.

Ever since a recent news item stated that the Community Traction Co., Toledo, Ohio, was able to save 6500 gallons of gasoline in a single month on its fleet of more than 100 buses, due to the application of an exhaust gas analyzer named the Cities Service power prover, we have wanted to lay before our readers the complete information about this machine.

The power prover is a new invention.

It detects unburned or wasted gasoline by analyzing exhaust gases.

More than twenty-seven trucking, moving and warehousing companies are using this service today, although the machine was officially placed on the market only the beginning of 1932.

In the first eight months of 1932 this service was adopted by hundreds of fleet operators in some thirty different lines of industries. Recently the 100,000th gas engine was tested and adjusted on this machine, for this exhaust gas analyzing service can be used on any type of gasoline-driven motor equipment—from a motorcycle to truck fleets, or a gasoline shovel.

Although no intensive drive has been made to place the power prover service at the disposal of fleet operators, sales have been accomplished through limited presentations in a few cities of the economies that could be accomplished by the continued use of the service.

THESE are days when rigid economies are theme songs in all organizations. We have contacted companies where competition was extremely keen and where economies had been practised all along the line. Yet through the use of the power prover, one fleet owner after another was shown how he could reduce further by a 10 to 30 per cent cut in fuel consumption and at the same time increase the mileage and efficiency of the vehicles.

Furthermore, in reducing a fleet's fuel consumption, the amount of money spent in taxes is reduced also. Today, with State and Federal taxes on gasoline amounting to 6 cents a gallon in some States and more in others, every gallon of fuel conserved represents a saving in taxes as well.

Cities Service has followed the price and quality trend in the oil business but has now approached its sales problem in a new way. It feels that gasoline and oil are purchased and placed in vehicles for the purpose of manufacturing power and miles of transportation.

As a result, its engineers were given the task of finding out how to improve engine performance so that the company's customers could benefit thereby through reduced fuel consumption and better operating vehicles.

The outcome was the creation of the

Cities Service power prover and tuning routine. This is believed to be one of the greatest practical contributions ever made to the fleet owner.

The power prover analyzes exhaust gases and thereby detects gasoline waste which otherwise would be unknown. To illustrate how the machine operates, the engine must be warmed up to operating temperatures. Through a hose connection from the machine to the exhaust pipe a sample of the exhaust gas is drawn into the machine, the flow being controlled by varying the flow of water through an aspirator. The exhaust gases are cleaned and cooled as they pass through washers and filters of various types; then they flow into the analyzer proper, where the amount of unburned gas is measured. The percentage of unburned gas is expressed in terms of "percentage combustion efficiency" and is indicated on a dial of the machine.

If power is wasted, the cause can generally be traced to defective spark plugs, faulty timing, ignition or carburetion. A power prover operator who knows what the maximum combustion efficiency of an engine should be, uses tools, especially designed by Cities Service, to adjust and tune the engine until the dial of the machine indicates that maximum combustion efficiency has been reached.

One of the most interesting tuning tools is the timing lamp, which, through its ability to make objects appear to stand still is used to check the correctness of ignition timing adjustments while the engine runs at various speeds.

Ignition produces and delivers electric current to the spark plugs to fire or ignite the charge of gasoline and air mixture. Timing is the adjustment to make the spark occur at that instant when the piston and the charge are ready for firing. As most engines are capable of more than 10,000 explosions per minute, the difficulty of studying ignition timing at various engine speeds prior to the invention of the timing lamp is apparent.

By using the flywheel or fan-belt pulley on the crankshaft of an engine as a moving body, the occurrence of the igniting spark and the automatic spark advance can easily be studied. If the spark is occurring late or early due to play or improper adjustments, it can be observed and immediately remedied. If the automatic spark advance is not functioning, it will also be apparent.

Exhaust gas analysis is not of recent origin. Nearly ten years ago various research organizations advocated the use of specially designed portable Orsat CO₂ gas analyzers for checking the adjustment of automobile engines. This

TRANSPORTATION

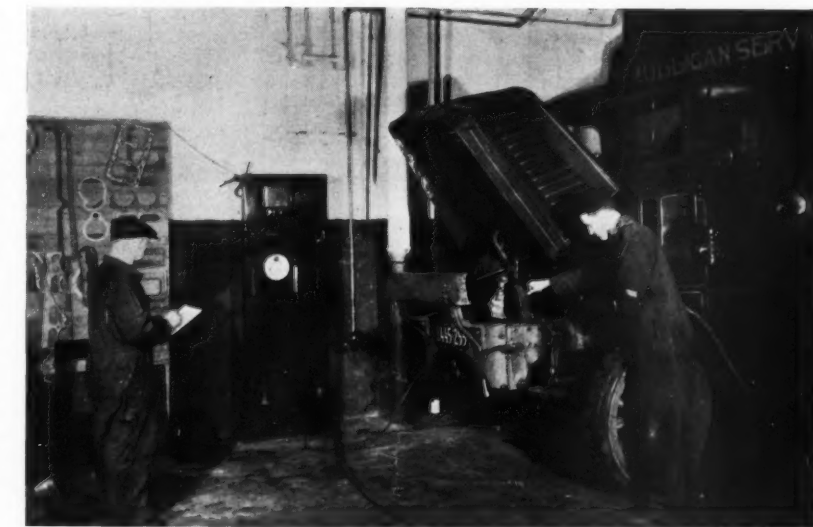
by F. Eugene Spooner

development did not find a use beyond the engine-testing laboratories, the chief reason being that an appreciable time was needed to determine the results of the analysis.

The Cities Service organization has devoted considerable time and money to the study of fuels and lubricating oils in relation to their use in internal combustion engines, and also to the design, construction and operation of engines. It became evident, as this work progressed, that if advances were to be made in the art of engine adjustment, an instrument was needed which would be to the engine mechanic and those responsible for engine control what the stethoscope is to the physician.

Outside of the Orsat, the market has been peculiarly free of instruments which give an indication of the completeness of combustion. After many tests with the Orsat, it was decided that this instrument was entirely too slow and required a high degree of skill to determine the various gases found in the exhaust fumes.

Power prover users have discovered that gasoline savings are, in reality, minor compared to the saving in reduced maintenance costs, reduced oil consumption, improved operation, and general

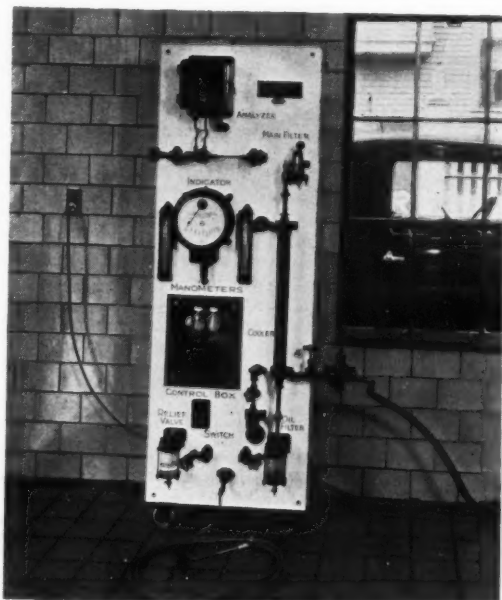


Testing a truck for engine performance characteristics—in garage of W. C. Mulligan Co., identified with Mulligan Midtown Warehouse, Inc., New York City

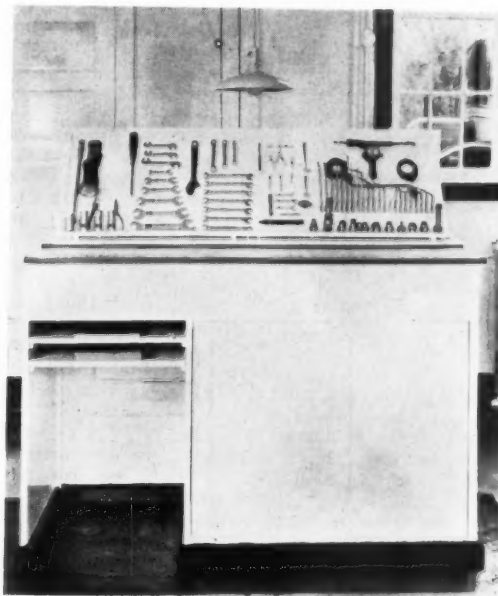
engine efficiency resulting from continued use.

A recent survey showed that thirty fleet companies were reporting mileage

between overhauls ranging from 20,000 to 150,000 miles. Obviously some of companies were losing valuable mileage, for there is a happy medium somewhere



A power proving instrument board with its meters, filters and various electrical devices



Complete set of carburetor and electrical tools and instruments used for adjustment after tests

between these figures. Fleet operators are discovering that the excellent condition of their engines, due to this service, is enabling them greatly to increase their mileage between overhauls.

Of the twenty-seven companies in the trucking and warehousing field that are using the power prover service, we have the experiences of two, located in the New York district. In a recent interview with George Lacay of the W. C. Mulligan Co., one of the oldest and best known distributing and warehouse companies, Mr. Lacay stated:

"Before we were introduced to the power prover, we, like everybody else, thought our fleet was next to perfect. However, all our adjustments were made by sound. But today we think so much

of this device that if we lost it tomorrow, we would be greatly put out."

Before this service was installed, the seventy-two Mulligan trucks were running at an average combustion efficiency of 60 to 65 per cent. After the installation, the machine immediately showed that scientific adjustments were needed. The result was that the combustion efficiency of the entire fleet was increased 33 1/3 per cent, which means a decided saving, not only in fuel consumption but in maintenance costs. One of the older vehicles was running at a combustion efficiency of 45 per cent. This was brought to 75 per cent, an increase of 66 2/3 per cent in combustion efficiency. In other words, this gas eater was reformed.

Mr. Lacay further stated that the power prover has improved the operation of the fleet and given the company an accurate knowledge of how its engines are performing.

"Due to the power prover," continued Mr. Lacay, "the little adjustments that would ordinarily be passed over are taken care of while the vehicle is being tested."

Each day two vehicles of this fleet are tested on the machine. Only two mechanics are required to look after the vehicles.

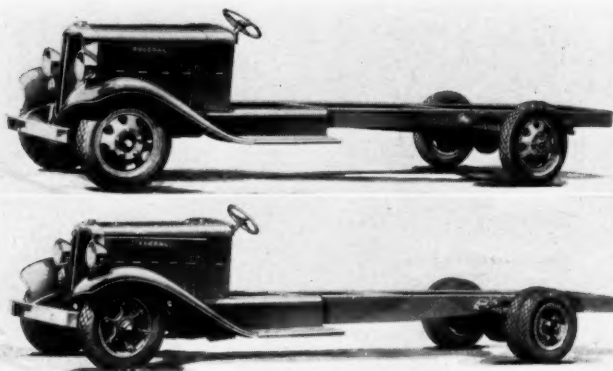
"The Sterrick Delivery Co. operates a fleet of 156 trucks in New York City, delivering newspapers to dealers throughout the city. The fleet is under the guidance of John Rickert, who declares:

"I believe in the power prover and wouldn't want to be without it, for we find it a great help. This service has enabled us to save at least 25 per cent on our fuel bill and I can proudly boast that there isn't a vehicle in my shop that is not 100 per cent perfect."

Five vehicles are tested daily, a comprehensive miles-per-gallon record being maintained on each. One of the vehicles was showing only 8 m.p.g. and after being tested and adjusted, fuel consumption was improved 62 1/2 per cent or to 13 m.p.g.

Mr. Rickert stated that the maintenance costs have decreased considerably. Due to the excellent condition of the fleet, the period between overhauls is lengthened, thus giving the company the advantage of valuable mileage that otherwise would be lost.

Federal Announces Its 1933 Line of Models



At top, Federal's new 1 1/2-ton model. At bottom, the 2 1/2 to 3-ton

THE new line of 1933 models produced by the Federal Motor Truck Co., Detroit, is featured among many other things by the general improvement in appearance. Long streamline hoods, wide sweeping fenders, the priming of body and cab frames with a germicide solution, heavy chromium-plated bumper, extra large chromium-plated headlamps and a twin disk chromium-plated horn mounted on the headlamp bracket, are among the appearance features.

The 1 1/2-ton model is available with 4 and 6-cylinder engines, the four developing 50 hp. and the six 64 hp. at 2,500 r.p.m. Four wheelbases are available—130, 142, 154 and 166 inches. Tires are 6.00/20 balloons front and 32x6-inch high pressure in the rear, all truck type mounted on ventilated disk demountable wheels, with duals available at extra cost. Other features include a 10-inch heavy-duty clutch, 4-speed gearset, full-floating rear axle, sturdy pressed steel frame, and four-wheel hydraulic brakes. The chassis weighs 3,225 lbs.

Two other models of the new series carry payload ratings of 2 1/2 to 3-ton and 3 1/2 to 4-ton, with gross ratings of 15,000 to 18,000 pounds, respectively. Both are powered by 6-cylinder engines,

developing respectively 72 and 84 hp.; both have heavy-duty single-plate clutches of 12 and 13-inch sizes, respectively, and incorporating a special spring dry-disk for vibration absorption. Other features include a 5-speed gearset; tubular driveshafts; roller bearing universal joints; and fishbelly frame of 10-inch section at the deepest part, 1/4-inch thick and with 3 1/2-inch flanges. Front springs are shackled at the front to add stability to steering, etc. The rear end of the rear springs float, thus doing away with shackles. The rear axle is full-floating with a spiral bevel drive on the smaller model and double-reduction on the 3 1/2 to 4-ton. Service brakes are hydraulic, 4-wheel fully-enclosed and actuated by a vacuum booster. The emergency is a single-shoe, ventilated-disk type. Tires on the 2 1/2-tonner are 8.25/20, mounted on 20x7-inch cast spoke wheels. On the larger model they are 9.00/20, mounted on 20x8 cast spoke wheels. Wheelbases available are eight, from 153 to 237 inches.

The use of a germicide solution as a treatment of wood used in the body and cab is effective in eliminating such insects as termites, and prevents of fungus growth.

GMC Announces Two New Trucks and an Engine with Increased Power

FOLLOWING the recent announcement of a new, light-duty, truck-built valve-in-head engine designed for greater power, sustained torque delivery and economy, the General Motors Truck Co. now presents two improved truck models equipped with this engine. These models are the T-18, of 1 1/2 to 2-ton capacity; and the T-23, a 2 2/3-ton job.

With the development of the engine, known as "221" because of its cubic inch displacement (a step-up from the previous 200-inch L-head model) and the two improved chassis, General Motors now has a balanced line of truck-built, commercial vehicles graduated in power output and torque delivery, and all with valve-in-head engines of uniform design. These, with the trailer line, enable the company to offer a complete line of commercial vehicles ranging in capacity from 1 1/2 to 20 tons.

The new engine is claimed to deliver more sustained torque per cubic inch of piston displacement than heretofore in engines of comparable size. Its ability to develop more usable power from a relatively small displacement at normal speeds is a material factor in fuel economy. The "221" is a GMC 6-cylinder,

Graphic Picture of Motor Truck Fleet of Boise, Idaho, Company



FROM a meager beginning in 1902 of one team and wagon, driven by J. R. Compton, president, the Compton Transfer & Storage Co., Boise, Idaho, has grown constantly, so that now its motor equipment consists of 14 pieces.

About a year ago, the company decided on the use of silver as its truck

fleet color to distinguish its vehicles from others plying the roads. This color has been a great attention-getter, especially because of the peculiar reflection that is caused by the light of the sun or by arc lights at night.

Early last summer a new Reo bus van

was added to the fleet. In five months this van covered 15,600 miles, moving families from Boise to Portland, Seattle, Tacoma, Spokane, and even as far west and south as San Francisco. This van measures 18 feet back of the cab, 7 feet in height, and 7½ feet in width.

designed for accessibility and quick service.

The T-18 comes in two wheelbase lengths, 131 and 157 inches; and the T-23 in 131, 157 and 166-inch wheelbase lengths. Maximum body lengths back of the cab are 9 and 12 feet. Payloads on the T-18 range from 3,370 to 4,230 pounds; and on the T-23 from 4,880 to 6,036 pounds. There are eleven standard body types.

Frames on the two jobs are stronger and stiffer, both being 7-1/16 inches deep by 2½-inch flange and ¼-inch thick. Frame rigidity is improved by five and six heavy cross members, the number varying with wheelbase lengths.

The service brake is of the articulated shoe, internal-expanding type on all four wheels, and operated by foot pedal. The emergency hand brake is internal-expanding, operating special shoes in the drum. Brakes are adjustable at each wheel. Wheels are forged Spoksteel with 8 instead of 5 spokes, 5 stud, demountable at the hubs for accessibility under all conditions. Single or dual rear wheels are furnished.

Aero-Mayflower Is Granted Injunction by a Georgia Court

OUT-OF-STATE motor freight trucks, operating on irregular schedules into Georgia, do not have to carry Georgia license tags, Superior Court Judge E. E. Pomeroy has ruled, in granting a permanent injunction to the Aero-Mayflower Transit Company against the State Revenue Commission restraining it from enforcing regulations.

In issuing the writ the court upheld the contention of the transit company that the present law is unconstitutional in that it seeks to levy a tax on the privilege to engage in interstate commerce and that the fees charged are not predicated on the extent of use of the Georgia highways or the weight of the freight carried, but on the carrying capacity of each truck.

The Aero-Mayflower Transit Company has its headquarters in Indianapolis, and the trucks bear Indiana licenses and comply with the requirements of the Indiana law, it was pointed out.

Federal Ruling in Texas Truck Case Held to Be Adverse to Warehousing

A THREE-JUDGE Federal Court decision at Houston, covering the restraining injunction action of the Galveston Truck Line Corporation against the Texas Railroad Commission's refusal of a permit to operate, has held that the Commission was "wholly without warrant of law" in refusing permission to the truck line to operate in interstate traffic. The decision in part further states:

"While it is true that the cases in which the doctrine has been laid down that a Commission might not refuse to permit trucks engaged wholly in interstate commerce a permit to do business in the State upon consideration of public convenience and necessity, are cases having to do with trucks coming into and out of the state—*Duke v. Michigan*, 226 U. S. 571, *Buck v. Kuykendall*, 267 U. S. 313, *Sage v. Baldwin*, 55 Fed. (2) 970, where the authorities are collected—no difference in principle can be made between that link in interstate traffic which operates wholly within a State, and those which cross the line. Since, therefore, the refusal of the permit is based not upon any consideration having to do with traffic safety, or with the protection of the highway, but only with the question of commerce itself, that is, whether there is already adequate provision for handling such commerce, the ruling necessarily operates as a burden on interstate commerce and may not stand."

Though the Commission has since the decision issued a permit for interstate operation to the Galveston truck line, it has asserted its right to deny such permits, under the public convenience and

necessity clause as applied to the State part of the operation.

The Third Civil Court of Appeals at Austin has reversed and ordered dissolved injunctions which had been secured by several truck and bus lines to restrain the Commission from denying them permission to operate.

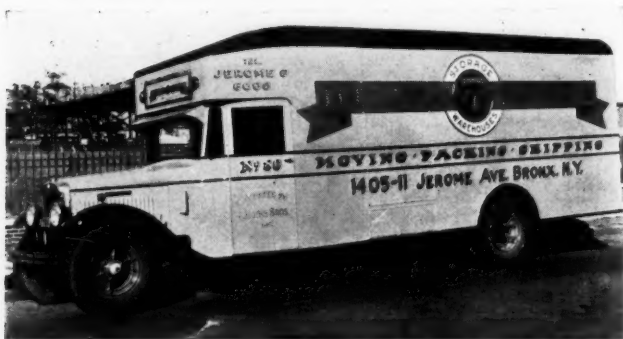
This court held that the Commission "has broad discretionary power and authority to determine when and if a public necessity exists for issuance of permits."

The decision by the Federal Court has been claimed by many in the warehouse industry as adversely affecting their business in the Southwest. Under the decision, it would be possible for foreign manufacturers and wholesalers, or even retailers, to make sales in Texas, ship to some concentration point by rail or truck or steamship, and then secure contract truck service at lower rates from that concentration point to customers throughout the State than can the local wholesalers and merchants who can ship only on established Railroad Commission rates.

Pool Cars

"The Railroad Commission of Texas," said one warehouseman, "has admitted they have no control over rates on what is called pool car distribution, where the goods move into concentration points from another State and are redistributed, from there, throughout the State. The Commission has admitted that this movement is interstate until final destination of the L.C.L. shipment is reached. For example, it will say that shipment of a pool car of merchandise is made from New York, and this shipment is split up in Texas immediately on arrival, and distributed to other points in Texas. This is interstate from point of origin until each shipment reaches final destination in the interior of Texas."

This ability to deliver small L.C.L. shipments on a through carload rate, plus the small amount necessary for delivery by contract truck, it is claimed, will tend to discourage the use of spot stocks in warehouses and encourage the rapidly growing hand-to-mouth buying.

Santini Bros. Adds an International 2-Ton

ILLUSTRATED here is truck No. 80, bought in December, of Santini Bros., Inc., New York, otherwise The Seven Brothers.

This addition to the fleet is a Model A-4, 2-ton International Harvester, equipped with a body 18 feet in length, 7 feet 8 inches in width, and 6 feet 10 inches in height.

Owing to the fact that Santini Bros. is a hauling member of the Allied Van Lines, Inc., and its trucks are used in long distance work, the bodies are painted with the A.V.L. color and lettering. The new truck, however, is used principally in local moving of household effects and is pressed into long distance work only during busy times.

39 State Legislatures Now in Session; there Are Motor Bills Galore

A "model" law sponsored by the National Association of Railroad and Utilities Commissioners is meeting the opposition of motor truck organizations in most of the thirty-nine states whose Legislatures are now in session. It is apparent, however, that powerful influences will be exerted to bring about its adoption.

Among its measures are included regulation of private carriers as well as common carrier and contract haulers; a mileage tax graduated according to weight; and the fixing of rates of contract haulers at not less than the rail or other common carriers' charges for substantially the same service.

The latter provision goes further than the much discussed Texas law, which gave the State Railroad Commission discretionary power to fix rates. If one hauls for more than one shipper under a contract, he is presumptively made a common carrier. Also, if he hauls for only one shipper but makes deliveries to more than three consignees, he is a common carrier.

The proposed "Model" Act grants broad powers and authority to the commission, it having power in all matters, whether specifically mentioned or not, to regulate motor transportation.

Under the suggested law it is specified also that deposit shall be made by common and contract haulers as well as private property carriers to be credited against the tax required. When this sum is exhausted, monthly payments must be made.

As to the mileage tax, which is based on weight; the amount to be charged is to be determined by adding 200 per cent of the manufacturer's rated capacity to the weight of the vehicle itself.

Time schedules of common carriers would be subject to coordination with other rail and motor common carriers by the commission so as to prevent unnecessary duplication.

Certificates of convenience and necessity would be required of common carriers upon the usual conditions.

Exemptions suggested apply to contract and common motor carriers operating wholly within city or village. In the case of private carriers, the exemption is the same but limits operation beyond a certain radius. Producers transporting livestock, farm products in own vehicles, or supplies for own use, also are exempt.

THE railroads operating in New York State have prepared two bills for presentation to the Legislature, now in session, providing respectively for taxation and the regulation of common carrier and contract trucks. The proposed laws do not apply to trucks operating for hire within cities or villages nor to vehicles privately owned. The measures are based on Texas and Oklahoma statutes upheld by the United States Supreme Court.

In furthering the measures the railroads are acting through an organization known as the Associated Railroads of New York State. The bills were drafted by a legislative committee headed by F. A. McNamee, Jr., counsel for the New York Central, with offices in Albany.

One would provide a tax of 5 mills on each gross ton moved one mile by a motor truck, the bill taking the form of an amendment to the tax law. Computation would be based on the gross weight multiplied by the number of miles operated in the State and the amount then obtained divided by 2,000. All carriers must register with the Tax Commission and make monthly sworn reports. Taxes must be paid at the end of each month.

The Commission might require the giving of a surety bond, deposit of money or other security to insure tax payments. Failure to pay would bring suspension of registration or a fine amounting to 5 per cent of the tax plus 1 per cent for each month of delay, unless delay is found to be excusable.

Another clause ends the privileges under which motor vehicles of foreign registration may operate for hire in New York without New York registration.

Regulation of schedules, safety and keeping of accounts of contract and common carriers is included. Contract carriers would be compelled to obtain permits for operation and would be subject to regulation. Common carriers would be forced to operate under a certificate of convenience and necessity.

The Commission would have power to prescribe rules and regulations covering operations of contract carriers in competition with common carriers and would prescribe minimum rates and charges to be collected by contract carriers; these would not be less than the rates prescribed for common carriers for substantially the same service.

The Public Service Commission would have power to provide insurance and bond requirements for motor carriers.

An unusual feature of the regulatory bill is that it would empower the Commission to prevent unnecessary duplication of service between motor vehicles and between them and steam and electric railroad and to require the coordination of service and schedules between these forms of transportation.

IN seven States—Arkansas, Georgia, Kansas, Massachusetts, Minnesota, Nebraska and Tennessee—bills have been introduced providing for reductions in registration fees. In Rhode Island, North Carolina and North Dakota the governors are advocating diversion of the gasoline tax receipts to purposes other than the building and maintenance of highways. And in eight states, Vermont, Colorado, Idaho, Illinois, Minnesota, Montana, South Dakota and Pennsylvania, the governors are sponsoring more drastic regulation of motor trucks, or increases in taxes.

In those States where truck registration fees are proposed to be lowered, Kansas specifies a reduction of about one-third on private vehicles; Massachusetts a drop from 50 cents to 15 cents per cwt. net weight; Minnesota, a reduction of 50 per cent on trucks and tractors of less than 2 tons net weight; and Nebraska a reduction in fee from \$8 to \$5 for vehicles having a shipping weight of less than 2700 pounds and from \$12 to \$6 for those of 2700 pounds and over.

Diversion of gasoline tax receipts for unemployment relief is advocated in Rhode Island and North Dakota.

North Carolina's governor would divert annually for two years \$2,000,000 from the State highway fund.

A BILL proposed to be submitted to the Minnesota State Legislature by the State Railroad and Warehouse Commis-

(Concluded on page 44)

What's New

Shop Equipment Accessories Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to
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1—Generator for Refrigeration. A power-plant for standard electrical refrigerating systems used in truck bodies. Produces constant voltage at variable speeds and is claimed to be very economical. It is mounted under the hood of most trucks where it is driven from the engine. Available for any new electrical refrigerated truck body or may be utilized for conversion of present bodies from some other method of refrigeration over to electric refrigeration. Maker, Whitaker-Upp Co.

2—Spark Plug Tester. Will determine instantly those spark plugs that miss on speed or when heavy loads are pulled and yet work all right when the engine is idling. Testing is done while engine is operating and a 5-point switch is provided to give the various conditions under which the plugs are to be operated. Maker, A.C. Spark Plug Co.

3—Emergency Tire Chain. Is easily installed and removed, of rugged construction, Parkerized and attached by a heavy, all-weather rubber fabric strap. Made in three sizes to fit all tires from 4.40 to 7.50 inclusive. Maker, Pyrene Mfg. Co.

4—Water Heater for Cold Engines. Heats the water, causing it to circulate throughout the entire cooling system of the truck, maintaining a warm, even water temperature until disconnected. The heating element is placed in one of the radiator hose connections and is then connected to the electric lighting system. Costs but a few cents a day to operate. Maker, General Electric Co.

5—Valve Grinding Substitute. "Warnerize" is a "do-it yourself" treatment for eliminating loss of compression by leaking valves as a mechanic does in grinding

them. Treatment consists of use of measured quantities of Warnerize liquid in each cylinder through the spark plug holes after engine has reached operating temperature. Liquid is then allowed to stand for couple of hours after which truck is operated at normal speed for several miles. Treatment claimed to keep valves in good condition for 3000 to 4000 miles. Maker, Warner-Patterson Co.

6—Rubber Covered Tire Valves. Are vulcanized to tube and employ no lock nut to work loose or start air leakage around base of valve as is encountered with clamped-in metal valve. In case of puncture, rubber valve will slip back into tire without tearing tube. Standard metal valve insides are used and valve is integral with tube. Fits into rim hole under compression thus providing watertight seal. Maker, Goodyear Tire & Rubber Co.

Keep Posted on Trade Literature

7—How to reduce truck tire costs is the subject handled in a large wall chart issued by the Rubber Manufacturers' Assn. Interesting illustrations are also included.

8—How to grind valves is the subject of a booklet published by the South Bend Lathe Works. The latest and most practical methods for doing more than a dozen operations connected with this work and reconditioning are given through illustrations and text. Instructions on how to salvage valves with warped stems, to square the end of a valve stem, or how to make a valve for an "orphan" engine are given.

9—Engine replacement information in the form of a printed chart incorporating specifications of practically all truck models and changes necessary for use of new Continental powerplants under its chassis modernizing plan is now being published by the maker of the Continental engine.

10—Complete information on low-pressure tires includes the following: Sizes of tires and cars suitable for them; wheels; gear ratio effect; disk wheel specifications for low-pressure tires; effect on fuel consumption and speed; clearance; fender mountings of spare tires; wheel shimmying and methods of overcoming it; and how to get the best in performance. Published by B. F. Goodrich Co.

11—How to solve starter drive troubles is told in an 8-page booklet named "The Starter," the first issue of which has just been published by the Burgess-Norton Mfg. Co. Future issues will continue this series of practical hints, all of which have been collected direct from shops.

12—Economies of six-wheel operation. A folder showing how it is possible to increase haulage profits from 35 to 50 per cent through the use of six-wheel units. Also shows that by distributing load over six wheels instead of four, many of the state restrictions in regard to

weight are in most cases overcome. All of the major cost factors are considerably reduced, according to the Federal Motor Truck Co. which publishes this folder.

13—Ethyl gasoline and the many questions regarding its use are explained in illustrated form in booklet giving an "inside story" entirely void of all technical wording, etc.

14—Tire maintenance information of a character that will lead to real economies in fleet costs is contained in book offered by Goodrich Rubber Co. Ask for "Truck & Bus Tire Facts."

15—Axle shaft failures and how to reduce told in a 23-page illustrated book issued by U. S. Axle Co.

16—Facts About Trailer Axles and Tire Wear are contained in two booklets pub-

lished by the Timken-Detroit Axle Co. Each represents a nation-wide investigation, one on the causes of excessive wear of tires on trailers and the other on the needs of modern axles on trailers to meet fast freight conditions as they exist on the roads today.

17—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

18—Operating Costs and 32 pages of illustrations and text are contained in a new catalog entitled "International Trucks for Warehousemen and Commercial Haulers," published by the International Harvester Co.

Distribution & Warehousing,
249 W. 39th Street,
N. Y. City.

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City State

February

39 State Legislatures Now in Session; There Are Motor Bills Galore

(Concluded from page 42)

sion is far-reaching in its application to all motor trucks operating outside of cities. For the first time in Minnesota a mileage tax measure is presented. Also for the first time, trucks of private concerns would be regulated and a mileage tax assessed.

Regulation of contract hauling for hire is proposed and rates supervised where permits are granted.

On the whole, the bill greatly resembles the foregoing "model" law backed by the National Association of Railroad and Utilities Commissioners.

The Minnesota bill would require private carriers to secure permits from the Commission; and to file annual reports as may be called for; and operation of trucks would be governed by rules and regulations prescribed by the Commission, which may suspend permit for good cause.

The mileage tax, based on gross weight, would be as follows: for motor vehicles, trailer or semi-trailers weighing 6,000 pounds or less, $\frac{1}{4}$ cent; for each additional ton over 6,000 pounds, the tax would be $\frac{1}{4}$ cent per ton additional. Thus a 10,000 gross weight would be $\frac{3}{4}$ cents; 20,000, 2 cents, etc.

Non-payment of fees would constitute a lien on all the personal property of the carrier and also on the vehicles of all persons leased by it in its business. Violations of provisions or failure to obey any order, etc., would be punishable by fine or imprisonment.

GOVERNOR BRYAN, of Nebraska, in his message to the State Legislature, urges immediate repeal of the truck law and a reduction of the gasoline tax of 1 cent a gallon.

"If it is desired to regulate motor vehicles for the protection of the roads, it can be done without such drastic legislation that would seriously handicap the trucks in operation and would automatically remove hundreds of them from the roads," he said. "Others would have to greatly increase their transportation rates, thus destroying the only competition that the railroads have ever had, which protects the public from excessive freight rates."

In recommending a lowering of the gasoline tax, Governor Bryan said:

"In 1929 the gasoline tax was increased from 2 to 4 cents per gallon. At that time the country was comparatively prosperous and the increase in tax was provided to meet the demands for additional road construction. As a measure in the interests of the taxpayers, it is, therefore, recommended that the gas tax be reduced from 4 to 3 cents per gallon and that the distribution be continued on the basis now existing, to wit: one-fourth to the counties and three-fourths to the State."

BILLS like those proposed to be presented by the railway interests before the New York Legislature have been

filed in New Hampshire. They are supported by the New Hampshire Grange, the New Hampshire Railroad Employees and Citizen Association and the Boston & Maine and Maine Central Railroads.

Motor regulation bills have been introduced in Massachusetts and legislation of a like nature is pending in New Jersey and Pennsylvania.

AN effort to place privately owned trucks under the same regulations applying now to common carrier and contract trucks is one of the many proposals expected to appear before the 4-month session of the Texas Legislature, now in session.

Other proposals include bills to increase operating restrictions; to impose nuisance taxes that cost more to enforce than they yield in revenue; and to restrict load limits and to increase taxes.

The working hours of drivers would be limited to 9 out of 24, according to one piece of legislation, and funds collected from the fuel tax would be apportioned 1/3 to public schools, 1/3 to the state highway department, and 1/3 to the State ad valorem general revenue fund.

Proposed railroad legislation would make it unlawful for any railroad to own, control, operate any motor truck line.

A complete revision of Texas warehouse laws and an increase in the bond of warehousemen will be under consideration.

Railroads Hail as Victory Illinois Decision Barring Highway to 2 Truck Groups

TRUCK freight interests of the country are watching with concern the outcome of a decision handed down by the Illinois Commerce Commission barring the Keeshin Motor Express Co. and the Interstate Trucking Co. from using the State highways—a ruling hailed as a victory for the railroads.

If the decision is upheld by the Courts it may open the way to barring from the State's highways all trucks in freight competition with the railroads. The original suit against the two motor freight lines was brought by the Illinois Central Railroad, although other roads and municipalities later entered it.

Certificates of public convenience and necessity were refused the Keeshin and Interstate organizations, the former operating 140 and the latter 75 trucks. The commission held that the companies menaced the investment of millions of dollars which the railroads have tied up in trackage, rolling stock and other property.

The Commission added that while the railroads bore a considerable portion of the tax burden, the trucking companies paid only for State and city licenses and the tax on motor fuel.

The Attorney General was authorized to obtain Court orders to restrain the two companies from continuing operations.

The Commission pointed out that the two motor lines offered service to only 38

communities while the railroads already were serving 22,875 and therefore deserved protection by the Commission.

During the taking of testimony many bank and insurance representatives supported the railroads, pointing to their serious financial plight; they pointed out that insurance companies, banks and other interests held railroad securities.

Milk Frozen for Storage in India

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

MILK has been successfully added to the products which may be frozen for storage, the Department of Commerce has just learned. Milk freezing for storage has been introduced in India, the department has been advised by its Bombay office.

A new quick-freezing process for liquids, invented by a Russian and known as Cito-Gel, has been tested in the Indian city and milk has been frozen in large blocks. No deterioration in appearance, taste or other qualities resulted from the freezing and subsequent storage, it was reported by the Bombay municipal health officer.

Fresh milk for the city at a relatively low cost is foreseen, as the process may be adopted by some of the dairy companies in Gujrat, which would then be in a position to supply the product.

—D. B. C.

Warehousing Under Wisconsin State Act

Twenty-three Wisconsin warehouses located in nineteen towns are operating under the State's bonded warehouse Act, according to the report of C. N. Pulley, marketing specialist of the Department of Agriculture and Markets.

Nine warehouses are being used to store cheese, seven to store canned goods, one to store eggs, three for agricultural products of various kinds, and one to store onion sets.

From the banker's point of view, the value of the State bonded warehouse receipts depends in considerable measure upon a rigid inspection carried on by the Department, at least four times a year. Inspections involve checking of unused and cancelled receipts and of goods in storage.

Britten Heads New American Terminals

American Terminals, Inc., has been incorporated with headquarters in Cleveland and with terminals at 111 Jane Street, New York City, and 386 Elm Street, Buffalo, as a truck transport organization. Cleveland terminals are being operated at 13000 Athens Avenue, Lakewood, the address of the Bramley Storage Co., and at East 34th Street and Trumbull. Freight is accepted for eastern and western points, with tariffs based on the rail rates.

The president of American Terminals, Inc., is Daniel L. Britten, secretary of the Bramley Storage Co.

Death Removes Walter Crawford Reid; Dean of Country's Household Goods Warehousing Helped Organize National and New York Associations



Walter C. Reid, who passed on at age of 73

WALTER CRAWFORD REID, dean of the household goods storage business in the United States, and a founder of the New York Furniture Warehousemen's Association, the "mother" of the country's trade organizations devoted to the household goods branch, died on Jan. 5, at the age of 73, in Mount Vernon, N. Y., after an extended illness. His passing was announced briefly in the January *Distribution and Warehousing*.

Formerly vice-president and general manager of the Lincoln Warehouse Corporation, New York City, Mr. Reid was president of the Bowling Green Storage & Van Co., New York, and vice-president of the Gilbert Storage Co., Inc., New York. A son, Walter L. Reid, and a son-in-law, Benjamin F. Brockway, are respectively president and secretary of the New York storage firm of Dunham & Reid, Inc., of which Walter C. Reid was a director.

At the funeral services, held in the Burr Davis Memorial Chapel in Mount Vernon, a large delegation of the New York association was present, including Charles S. Morris, first president of the National Furniture Warehousemen's Association, which Mr. Reid helped organize. Floral wreaths came from the National and New York associations.

At the National's convention in Chicago Mr. Morris paid Mr. Reid a moving tribute at the opening session on Jan. 21, and Martin H. Kennelly, president, adjourned the day's activities in memory of the dean.

At the Cincinnati convention of the American Warehousemen's Association,

with which Mr. Reid was long formerly identified prominently, his name was included in the resolution adopted in memory of members lost within the past year.

The New York association at its annual meeting on Jan. 9 adopted appropriate resolutions.

When *Distribution and Warehousing* inaugurated its "Family Album" series of personality stories, early in 1926, Mr. Reid was the second executive whose business career was reviewed, his sketch following that of Charles S. Morris.

The Reid review, published in June of 1926, recalls that its subject started warehousing at \$8 a week in the old Carlington warehouse operated by a brother-in-law in New York. He was a book-keeper who moved furniture and swept out the office. Fifty years ago he became a receiving clerk, at \$25 a week, for the Lincoln organization. A "born warehouseman," so characterized by his first employer, Mr. Reid rose to become the directing genius of the Lincoln.

With Charles R. Saul, president of the Columbia Storage Warehouses, New

York, Mr. Reid founded the New York Furniture Warehousemen's Association, in 1897. Mr. Saul is now the only surviving charter member.

Of the American Warehousemen's Association, in the days when the American had a household goods division, Mr. Reid was secretary for ten years and was treasurer for thirteen years. He was the American's secretary at the time when the uniform warehouse receipts Act, now law in forty-four of the States, was drawn up—one of the highlights of the organization's history. He was the first treasurer of the American Society of Refrigerating Engineers and a former president of the New York State Safe Deposit Association.

When, in 1920, the household goods group of the American Warehousemen's Association decided to launch its own national trade body, Mr. Reid was selected as chairman of the organizing committee. At Mackinac Island, Mich., in July of that year, the National Furniture Warehousemen's Association was born. Mr. Reid presided at the business sessions and was elected a director for three years.

Death Takes W. L. Hinds; Veteran Executive Was a Figure Nationally Known

A TELEGRAM received in New York just as this issue of *Distribution and Warehousing* was going to press announced the death of W. L. Hinds, president of the Merchants Transfer & Stor-

age Co., Des Moines, Iowa, on the morning of Jan. 31. A heart attack was the cause. The message came from the company's secretary, H. D. Liddle.

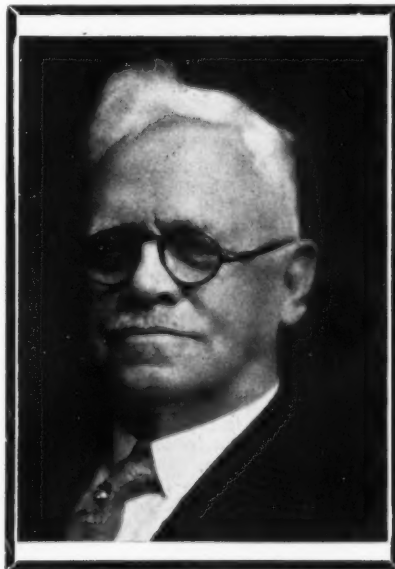
One of the most picturesque personalities in warehousing, in which he was nationally known, Mr. Hinds was a past president of the old Central Warehousemen's Club, and was a member of the merchandise division of the American Warehousemen's Association, the National Furniture Warehousemen's Association, and the Iowa Warehousemen's Association. He was born in Pittston, Pa., in 1858.

A review of Mr. Hinds' business career will be published next month.

Leonidas Levering Dies at Age of 82

LEONIDAS LEVERING, president of the Central Warehouse Company, Inc., Baltimore, and a member of an old Maryland family, died on Jan. 19 at the home of a daughter, Mrs. W. Winchester White, in Guilford, Md. He was 82 years old.

A son of the late Eugene Levering, he was born in Baltimore. With his two brothers, the late Eugene Levering, Jr., and Joshua Levering, he was a member of the firm of E. Levering & Co., wholesale coffee importers, until that business was dissolved in 1900. A few years later he organized the warehouse company, of which a son, Leonidas Levering, Jr., is secretary, treasurer and operating executive. He was a member of the Maryland Warehousemen's Association.



W. L. Hinds, Iowa executive, dead at age of 74

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

N. Y. F. W. A. Reelects Louis F. Schramm, Jr.

THE New York Furniture Warehousemen's Association held its 35th annual meeting on Jan. 9 at the Aldine Club and elected the following officers:

President, Louis Schramm, Jr., vice-president Chelsea Fireproof Storage Warehouses, Inc. Vice-president, Charles D. Morgan, superintendent Morgan & Brothers. Treasurer, William R. Wood, secretary Liberty Storage & Warehouse

Louis Schramm, Jr.



Reelected president of the New York Furniture Warehousemen's Association

Co. Secretary, William T. Bostwick, president Thomas J. Stewart Co. Directors each for three years, Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., and president of the Allied Van Lines, Inc., of the National Furniture Warehousemen's Association; George Kindermann & Sons, Inc., and Walter W. Weekes, secretary Harragan's Storage Warehouses, Inc., Brooklyn.

The mandatory rule covering automatic dropping from membership of companies resigning from the Van Owners' Association of Greater New York, as passed in 1931, will be voted on at the next meeting for the purpose of chang-

ing the wording of this ruling to bring such resignations under the discretion of the board of directors, instead of making them automatic.

A resolution was passed to vote at the next meeting on the tip system which is a protection to members when bidding or estimating on jobs. Under this system, it is hoped that considerable aid will be given in building up of the hourly rate in place of "flatting" against which the members are so frequently forced to bid in competition with non-members. The establishment of a clearing house is proposed for the collection of estimating information from members working on a job; all members, in order to protect themselves, would report to the bureau before "flatting," or after it has been found that the hourly rate cannot succeed. The plan would cover Manhattan Island south of 135th Street.

—F. Eugene Spooner.

S. L. Smith Reelected Head of Motor Truck Group in Connecticut

STEPHEN L. SMITH, secretary of the H. T. Smith Express Co., Meriden, and a member of the National Furniture Warehousemen's Association, was reelected president of the Motor Truck Association of Connecticut, Inc., at the annual meeting, at the Hotel Bond in Hartford on Jan. 9.

Bryant C. Edgerton, president of the Park City Warehousing Co., Bridgeport, was chosen a director; and H. A. Sillence, president of the H. A. Sillence, a Hartford warehouse firm, was elected treasurer. Myles W. Illingworth continues as executive secretary.

A resolution was adopted asking the Connecticut General Assembly to take no action affecting motor truck transportation until after the Federal Government has decided on a course of action. This memorial stressed the advisability of creating a special Federal Board, similar to the Interstate Commerce Commission, to control interstate truck transportation.

—Charles B. Barr.

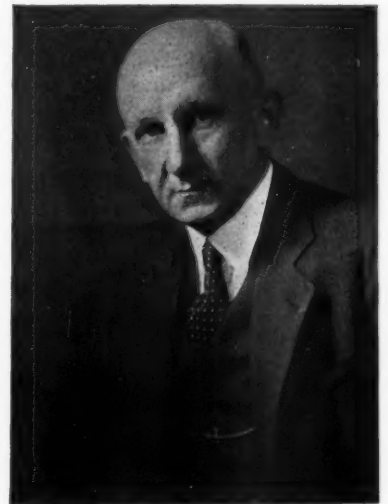
When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Petry Reelected by New Jersey F. W. A.

THE New Jersey Furniture Warehousemen's Association held its 14th annual meeting on Jan. 11 at the Elks' Club in Newark and elected officers and directors as follows:

President, Frederick Petry, Jr., president Petry Express & Storage Co., Trenton. First vice-president, James E. Mulligan, secretary Knickerbocker Storage Warehouse Co., Newark. Second vice-

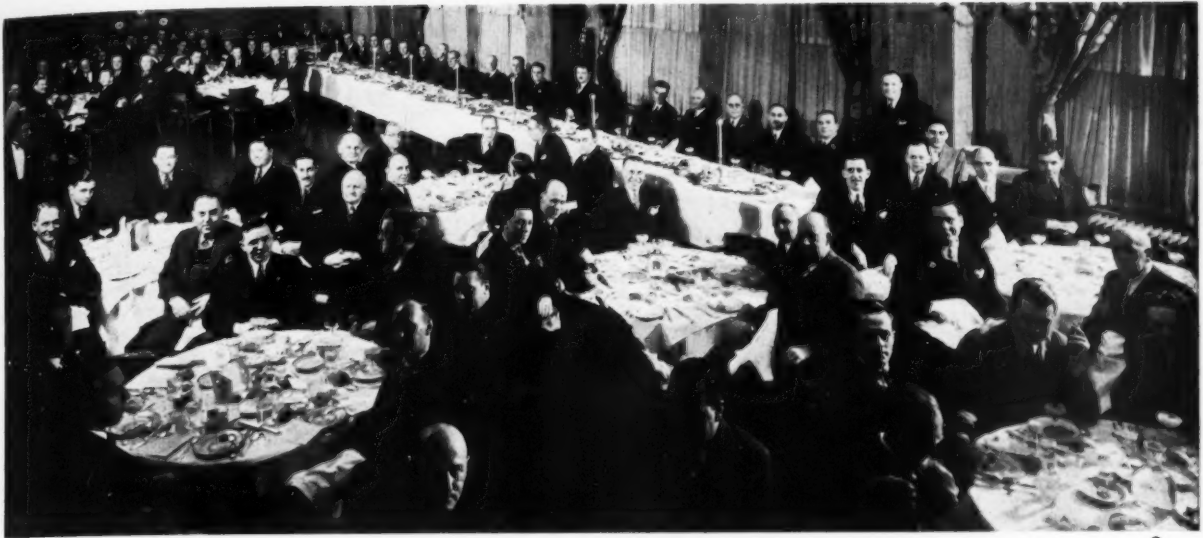
Frederick Petry, Jr.



Again heads the New Jersey Furniture Warehousemen's Association

president, Richard Coyne, Jr., owner Richard Coyne Storage Warehouse, East Orange. Third vice-president, Griswold B. Holman, secretary Geo. B. Holman & Co., Rutherford and Hackensack. Secretary, Frank J. Summers, Model Storage Warehouses, Newark. Treasurer, Jerry Hoppen, president Barber-Hoppen Corp., Newark. Directors, Walter W. Hoffman, president Walter W. Hoffman, Inc., Ridgewood; William T. Bostwick, president Thomas J. Stewart Co., Jersey City; Clarence H. Way, manager Weimar Storage Co., Elizabeth.

The new nominating committee comprises Clarence Sanderson, Meadow-



Banquet at 35th annual meeting of the New York Furniture Warehousemen's Association, at the Aldine Club, Fifth Avenue and 23d Street, New York City, on Jan. 9

brook Storage Warehouse Co., East Orange; Norman M. Hotchkiss, president Summit Express Co., Summit, and Thomas McGrath, treasurer Roseville Storage Co., Roseville.

The members were notified of the serious illness of Willard Eldredge, who, a past president of the association, is president of the Eldredge Express & Storage Warehouse Co., Atlantic City. Mr. Eldredge is in Albuquerque, N. M., for his health.

Mr. Petry, in his annual report as president, said the storage industry in New Jersey had fared better during the trying times of 1932 than had many other lines of industry. He cautioned the members that numerous adverse legislative bills on truck operation were pending at Trenton and said that only through full cooperation could they be combatted.

Following the business session the annual banquet was held at the Hot-Cha, a night club operated by James Ruder, brother of Daniel Ruder, Jr., of the Ironbound Storage Co.

—F. Eugene Spooner.

Cleveland Group Lending Its Cooperation in Real Property Inventory Plan

THE real property inventory plan endorsed by the Government will be adopted by many cities and backed by the participation of local warehouse associations, according to information brought out at a recent meeting of the Cleveland Furniture Warehousemen's Association. At this gathering the local storage group voted to cooperate in this pioneer census plan which is designed to bring out facts regarding real estate and the trend of people.

Banks, property interests, newspapers, builders, retail merchants and various local associations as well as the Government are behind the census.

The aid of warehousemen has been solicited because of their ability to check the movements of people through their transportation and storage records

Inasmuch as the Federal Census comes only once in ten years, there are many changes during that period. Likewise the Federal census concerns itself with people and, until the present undertaking, there has never been a census of people's property.

The closest approach to the information to be issued has been the vacancy lists compiled in various cities in the past. At Cleveland, through the establishment of The Committee for the Real Property Inventory, this census will include far more than the information given in the vacancy lists.

It will include the number and class of buildings, lots, etc.; number of occupancies, number of vacancies, construction details; transfers; mortgages and foreclosures; movements of population; trends of business; and various detailed trends and classifications. It is not intended that the committee shall endeavor to interpret the information for individual use. This interpretation will be left to the institutions or groups interested in particular phases.

The warehouse and transfer fields at the present time have very little reliable data regarding potential clientele and it is believed the inventory figures regarding movements will be of outstanding value.

When a mover or warehouseman knows the total transfers of household goods in a year, he may readily compare his own figures to disclose the percentage of that business he has been obtaining.

Classifications will include the possibilities of the field. Other data may be of considerable help in mapping future programs.

For example, the present doubling process promises heavy activity when conditions improve so that when people

once again start their pilgrimage to single dwellings or to their normal status of residence, the immediate knowledge of this fact will be of great value to those to whom this information is made available.

The general committee in Cleveland consists of individuals and others who contribute to the support of the Real Property Inventory. While the summarized information will be public, the detailed information will be kept in the files, and, together with reasonable special service in the way of assembly for particular studies, etc., will be available to the subscribers.

The Cleveland warehousemen in co-operating with the Real Property Inventory have indicated a desire for research and study. There has also been a movement to secure real license regulation for movers where responsibility and protection of patrons are given strong consideration.

—Wilson B. Fiske.

Milton C. Harrison Heads Philadelphia Chapter of the Pennsylvania F.W.A.

THE Philadelphia Chapter of the Pennsylvania Furniture Warehousemen's Association held its annual meeting on Jan. 10 at the Penn Athletic Club and elected officers, etc., as follows:

President, Milton C. Harrison, treasurer J. W. Walker Storage & Warehousing Co., Inc.

Vice-president, Fred K. Geiger, Terminal Warehouse Co.

Secretary, John H. Hartey, Judson Freight Forwarding Co.

Treasurer, Harvey J. Lutz, partner Hildenbrand Bros.

Directors, Charles McDevitt, partner Federal Storage Warehouses; Samuel S. Johnston, president Advance Storage

Co.; J. Wallace Fager, Miller North Broad Storage Company; Frederick L. Harner, vice-president Fidelity 20th Century Storage Warehouse Co.; Walter E. Sweeting, president Atlas Storage Warehouse Company; Morris Berger, president John Rhodes Co.; and the president, vice-president and treasurer.

Arbitration committee, M. A. McDevitt, John J. Rickenbach, Walter Whiteside, Harvey J. Lutz and Lloyd S. Strouse.

Panel of arbitrators, M. A. McDevitt, William A. Reger, Walter Whiteside, Charles McDevitt, H. Norris Harrison, Samuel M. Snyder, Milton Hildenbrand, J. J. Hartey, Joseph P. Carson, J. Wallace Fager, Charles DeLong, Morris Berger, Fred Geiger and Sidney Harrison.

Boston Better Business Bureau Is Aiding Local Movers to Clean House

THE Massachusetts Warehousemen's Association is contributing to the support of the work now being carried on by the Boston Better Business Bureau in handling public complaints against disreputable moving companies. Raymond S. Gallagher, a member of the Bureau staff, who is handling the work, had charge of a similar moving and storage trade program for Philadelphia in 1931.

Prominent among the complaints from the public are the following:

1. Rate contracts broken on goods transported between Boston and other points. When higher rates are not paid, the mover stores the goods at a point unknown to the owners.

2. No protection to customers on loss and damage in transit.

3. False and misleading advertising.

The warehousemen claim that such practices are a reflection on those doing a legitimate business. Under the program of the Bureau some 350 storage companies in and around Boston are being queried for the collection of vital information that will indicate their reliability methods, protection to the owners of goods, etc.

Questionable or fraudulent methods are to be given publicity and such evidence presented to the proper authorities for action. All advertising is to be investigated, etc.

In the end the Bureau will have complete and reliable data available to the public for its guidance when dealing with movers.

—C. Frederic Wellington.

"Friendship Moving" at an End in Denver

THE Movers and Warehousemen's Association has succeeded in having the City Council enact an ordinance which provides that a truck owner must be properly licensed in order to operate for either hire or accommodation.

This curtailment of "friendship mov-

ing" is expected to prove a boon to the legitimate movers. Last year scores of jobs were lost through such moving.

The new ordinance provides for a \$10 fine.

—Ray McGovern.

Texas-Southwest Will Meet in Oklahoma City

APPROXIMATELY 100 delegates from Oklahoma, Texas, Arkansas and Louisiana are expected to attend the annual convention of the Texas-Southwest Warehouse and Transfermen's Association, which will be held in Oklahoma City the second week in February. W. W. Warren, of the O. K. Transfer and Storage Co. and arrangements chairman for the convention, has announced. The association never has met in Oklahoma City before.

Plans for the convention are being completed by Claude W. Stone, chairman of the convention committee of the Chamber of Commerce; H. S. Brimm of the Red Ball Transfer and Storage Co.; and Mr. Warren and other association executives.

—LeRoy A. Ritter.

Moving War Reported Along Eastern Shore of San Francisco Bay

OAKLAND, Berkeley, Alameda, Richmond and other cities on the eastern shore of San Francisco Bay are in the throes of a moving "war," the northern division of the California Van and Storage Association was informed at its January meeting, held in Berkeley, by its secretary, Harvey B. Lyon, San Francisco.

The controversy developed early in January, Mr. Lyon said, but the warehousemen and moving leaders, profiting by the experience of San Francisco, where such a "war" raged for a year and a half before action was taken to end it, acted immediately by taking prompt steps to organize the entire moving fraternity of the section. A meeting was held shortly after the outbreak of hostilities; this was attended by representatives of 36 firms, and a final organization was to be effected at a later meeting.

Charles A. Buck, Burlingame, the California association's president, stated that the Southern Pacific Company had made a bold stroke in a bid for business in competition with long-distance truck haulers by inaugurating an overnight freight service between San Francisco and Los Angeles, placing three freight cars on a fast passenger train. He said the rate was of \$1.20, including pickup and delivery, as against \$3.30 charged for express service on the same train. James Munro, Sacramento, commented that it was not clear just what advantage the express service enjoyed in return for the higher rate, but that probably the extra sum was charged because the express car is at the front of the train and therefore reaches Los Angeles or San Francisco first.

Herbert B. Holt, San Francisco, said the moving situation in that city was improving, with general cooperation among the entire industry, but that no one was making money on account of the low hourly rate, which is \$3.50 for a van and two men, the same as that in Los Angeles, where the labor cost is only half that in San Francisco. Mr. Holt asked the cooperation of members in the sections south and east of San Francisco in maintaining moving rates between San Francisco and the other communities; and Archibald Allen, William Hibbitt and James Munro asked the support of the larger cities in preventing lowering of rates between Sacramento and the other cities. Reed J. Bekins, San Francisco, explained that the franchise carriers had not wanted to reduce franchise van rates but were forced to such action by the rate-cutting of many non-franchise carriers. Mr. Munro reported that his committee was working with the railroads for a reduction of rates on containers, but had nothing definite to report as yet.

The meeting voted to approve the suggestion from the Southern California division to amend the constitution to permit the holding of the annual State convention in the early fall instead of in February; also the southern suggestion that the State association invite the National Furniture Warehousemen's Association to hold its 1934 annual convention in California.

—Clarence Ebey.

National Team and Truck Will Convene in Chicago

ANNOUCEMENT has been made by John Broderick, president of the Cartage Exchange of Chicago, that the National Team and Motor Truck Owners' Association will hold its annual convention in Chicago on July 17 and 18, 1933.

James M. Naye, president of the national association, and Joseph P. Cavanaugh, both of Philadelphia, were in Chicago recently to discuss the convention plans.

—Carleton Cleveland.

Munson Is Appointed Field Secretary of the Los Angeles W.A.

CHARLES G. MUNSON, long identified with the merchandise storage business in southern California, has been appointed field secretary of the Los Angeles Warehousemen's Association, and will be in charge also of the organization's public relations department.

It will be Mr. Munson's purpose to establish a closer relationship among member firms, and between warehouses and customers and prospective patrons. According to Mr. Munson it is essential at this time to build confidence and cooperation between warehouse and storer because of their mutual interests.

Mr. Munson plans to keep local and national manufacturers and distributors informed as to how the public merchan-

dise warehouse can be helpful to their business. The advertising campaign which has been carried on by the Association will be continued with renewed vigor, he said, and will be supported with news items concerning the industry.

Regarding the present condition of public warehouses in the Los Angeles metropolitan district, Mr. Munson said that it had improved; that it was a case of the survival of the fittest during the past three years, and the fittest had survived. Los Angeles warehouses now in business were financially sound, he continued; those which had fallen by the wayside had left the remaining ones in a stronger position.

Mr. Munson has been identified with the warehousing business in Los Angeles for the past eighteen years as operative manager of the Pacific Coast Terminal Warehouse, the Union Terminal Warehouse, and the Shattuck and Nemmo Warehouse Company.

January Meeting in Connecticut

ACTION to reduce rates on container shipments by rail was likely before the end of 1933, Edgar C. Palmer, secretary, told the Connecticut Warehousemen's Association at its January meeting, at the Hotel Taft in New Haven.

Mr. Palmer outlined the steps which had been taken by a committee headed by Buell G. Miller, Philadelphia, to bring the situation to the attention of the official classification committee.

During discussion of containers and lift-vans, Mr. Palmer said some storage executives believed that in building containers it was necessary to shape and cover the roof in such manner as to exclude rain. He remarked, however, that the experience of the Smedley Co. on containers had not indicated any such necessity, as containers were under cover most of the time.

A member inquired if a low rate on container shipments would not force out long distance van movements to a large extent. Most of those present seemed to feel that 300 miles was the outside limit of profitable hauling, however.

The proposal for a New England association, under consideration for some months, was discussed at length. The president, C. A. Moore, Bridgeport, said that he had written to many storage companies throughout the New England states but to date had received little encouragement. It was agreed, however, that the project had distinct merit and should be pushed.

Possible set-ups for such an organization were considered but no action was taken. It was pointed out that there are many storage executives in New England who now have no opportunity to meet with fellow warehousemen at local or State sessions.

—Charles B. Barr.

New Ideas Will Be Valuable in 1933

By MILO W. BEKINS

President Bekins Van & Storage Co., Los Angeles

MANY of you have no doubt read articles on "technocracy" and I am sure that most of you will not agree with many of the arguments as put forth. There can be no question, however, that much of the machinery that has been invented and manufactured has materially reduced the amount of labor necessary to manufacture a specific article or do a certain job. Wouldn't it be interesting, however, for someone to sit down and figure out how these new inventions had actually made other employment rather than lessened it? Let us take the automobile for example:

It is undoubtedly true that the automobile will cover possibly ten times as much ground as the old horse and buggy, but think of the multitude of people employed in allied industries first manufacturing the automobile from the ore mines to the steel mills, the glass manufacturers, tire manufacturers, accessory manufacturers, fabrics, leather and a multitude of other basic commodities. Think of the transportation provided in shipping these raw materials to their manufacturing centers; think of the labor involved in manufacturing the raw materials into finished material and then the labor involved in building the factories for the manufacturing of the parts and assembling them into the finished product. Then the transportation of the finished product and car to its ultimate destination.

Think of the property utilized in selling automobiles, and the salesmen, mechanics, office help and officials; then think of the service stations, garages, repair shops, paint shops, automobile supply houses, tire selling agencies. Consider for a moment the supply of

gasoline and oil produced and manufactured to provide the fuel for automobiles; likewise, the transportation of such fuels to all parts of the world; then do not overlook the fact that our highways were mainly constructed because of the automobile requiring their need.

I have no doubt but that after analyzing each and every manufactured article in this manner you will come to the conclusion that the pessimistic view as expressed in technocracy is erroneous and that for every new invention that is put on the market it creates jobs for literally thousands and hundreds of thousands of people. Think of the radio,

all of the various electric appliances; all of the machines for manufacturing these articles requires probably ten men to maintain and build for every man actually operating the machine.

Let us make optimism our motto for the year 1933. Let us still work for new ideas, new thoughts to do things better and quicker.

Good ideas will pay big dividends in 1933, not only to you but to the world at large, and opportunity is knocking today at your door and mine.

Let us not become self-satisfied and thus fail to grasp the opportunities that are before us.

United Van Service Reorganizes as the United Van Lines, Inc.

A NEW company known as United Van Lines, Inc., was chartered under Ohio laws on Jan. 5 with an authorized capital of 250 shares no par common stock. This organization, which is owned and controlled by the operators, succeeds the old privately-owned United Van Service, Inc.

Officers of United Van Lines, Inc., have been announced as follows:

President, George J. Cook, president of Geo. J. Cook, Inc., Buffalo, N. Y.

Vice-president, Neil Conaster, of the N. & J. Moving & Storage Co., Detroit.

Secretary, Al Naish, president of the "Al" Naish Moving & Storage Co., Cincinnati.

Treasurer, Daniel L. Britten, secretary of the Bramley Storage Co., Cleveland.

Edward Anderson, of the Anderson Storage Co., Chicago, is a director.

The new company will be operated for the mutual benefit of its members, and profits will be dispersed on the basis of work turned in by the operators.

Main offices are at 508 Empire Building, Cleveland, and other booking offices are maintained at Detroit, Cincinnati, Buffalo and New York.

Announcement indicates that the mutual proposition has been accepted with enthusiasm. United Van members number about 300 at present and plans call for membership expansion. The organization will continue to render nation-wide service with all vans owned by the individual operators as heretofore.

Federal Court Decides in Favor of P.R.R. in Case of National Significance

AN opinion by Judge Victor B. Woolley and concurred in by Judges J. Warren Davis and J. Whitaker Thompson, rendered in the United States Circuit Court of Appeals for the Third Circuit, Philadelphia, on Jan. 10, upheld the right of eastern trunk line railroads to supplement their freight delivery service with motor trucks to make a complete receipt and delivery of freight in the New York metropolitan area. This opinion authorizes, as far as it goes, the railroads to inaugurate the so-called "store-door receipt and delivery service," without first obtaining a certificate of public convenience and necessity from the Interstate Commerce Commission, though the court rules that the Commission still has control over the tariffs filed for the service.

The opinion was rendered in a test suit filed against the Pennsylvania Railroad by the New York Dock Railway, the Bush Terminal Railroad Co., the Brooklyn Eastern District Terminal, and Margaret A. and Martha A. Jamison, co-partners doing business under the name of the Jay Street Terminal (Brooklyn). The ruling affirms a decision by Judge George A. Welsh, of the United States District Court for the Eastern District of Pennsylvania, made last September, dismissing the suit. It is expected that the case will be appealed in the United States Supreme Court.

The ruling of the United States Circuit Court of Appeals, if not reversed, is considered of tremendous importance to the railroads, as it means new avenues would be opened to them whereby they could increase their diminishing revenues. It is of equal importance to many New York and Brooklyn terminal warehouses and dock railroads, with an investment of upwards of \$20,000,000 in their properties, who fought against the railroads' being permitted to establish this new service which, they claim, is an extension of a line of railroad which they should be enjoined from making because they have not first applied for a certificate from the Interstate Commerce Commission. While the Court's opinion affects only the New York metropolitan area, it establishes a precedent for similar "extensions of service" in other sections.

The new motor truck service was adopted by the railroads when the motor truck hauling companies cut deeply into their revenues. Under the new plan, the railroad would make complete receipt and delivery to the customer.

In the opinion Judge Woolley says in part:

"There is no secret or deception in what the railroad company is trying to do. It avowedly is trying to meet motor truck competition which has an advantage over rail transportation in the store-door receipt and delivery of freight. It does not intend to invade new territory by extending its line of tracks, or expanding its lighterage facilities, the equivalent of tracks, a foot beyond their

present termini, or by establishing new terminals, but intends, by its proposed practice of coordinating rail transportation and truck service, to reach its patrons, present and prospective, within New York City territory, into which it now enters and which it now serves, by delivering and receiving at their doors freight which it has transported or is about to transport over its rails, and thereby hold to itself the traffic which it still has and, if it can, take the traffic from competing truck carriers along the highways and, of course, take local traffic from the complainants.

"If the service should be successful, some one will inevitably be hurt. That is one of the inescapable consequences of competition, even when lawfully practiced. Yet, while there is nothing wicked or unlawful in competition, *per se*, the question remains whether the railroad company can lawfully compete for traffic

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in this way. The answer to that question is to be found in the law by which the railroad company's activities are limited and regulated, the applicable provision in this instance being the Interstate Commerce Act, *supra*, Section I, Paragraphs 3, 18-22."

After expounding these, the opinion continues:

"Looking at the service terminal 'accessorial terminal service,' which the defendant railroad company here proposes to put into effect, and searching for its true character and exact place in a system of rail transportation, it clearly is not 'a railroad.' It is a 'service,' one connected with the receipt and delivery of property transported, within the definition of 'transportation.' The creation and extension of such a service is not, in any sense, a 'construction,' or 'extension of a line of railroad' for which a certificate is required.

"Moreover, the spirit and purpose of the Act, so far interpreted, indicate it to be a service for terminal receipt and delivery of freight by motor truck; a facility of transportation, not an extension of railroad line.

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Crane Service Charges at New York Are Attacked in Complaints to the I.C.C.

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

A SERIES of formal complaints has been filed with the Interstate Commerce Commission attacking the imposition of any charge for use of crane service in loading and unloading freight in the port of New York.

The complaints (Docket No. 25704 and Sub-Nos. 1 to 4) follow the hearing held in New York in November in Docket No. 25000, Part 2, wherein the Brooklyn Eastern District Terminal and the Jay Street Terminal are attacking action of the trunk line carriers in establishing charges of 50 cents per net ton, minimum \$5 per shipment, for loading and unloading which requires crane service, with an exemption from the charge of shipments weighing less than 1,000 pounds.

Complaints in the formal complaint cases are Brooklyn Chamber of Commerce, Chamber of Commerce of the Borough of Queens, Wholesale Marble Dealers Credit Association, South Third Street Metal Co., New York, and the Institute of Scrap Iron and Steel.

The charges for crane service established by the trunk line carriers are alleged to be unjust and unreasonable and discriminatory against shippers and receivers of freight who move their products through the Brooklyn Eastern District Terminal, the Jay Street Terminal and the Long Island Railroad. They are alleged to prefer shippers and receivers of freight weighing less than 1,000 pounds per package or per piece when loaded or unloaded to or from carfloat.

The tariff provides that shipments weighing less than 1,000 pounds, loaded or unloaded from carfloats will not be subject to the crane service charge. This is the provision to which the contract terminals chiefly object.

The formal complaints allege that approval by the Commission in Docket No. 25000 of the 50 cent charge for loading and unloading freight by carriers' cranes was without adequate evidence. The Commission failed to distinguish between the lawfulness of crane services rendered under proper tariff authorization and those rendered without such authorization, the complainants allege.

As a result, the Commission is asked to order the trunk line carriers to cancel their tariffs providing the loading and unloading charge for crane service at the contract terminals, and to require them to establish and put in effect proper tariff provisions for such service without charge.

Following filing of the formal complaints, John F. Finerty, counsel for the Jay Street Terminal and the Brooklyn Eastern District Terminal, has petitioned the commission to withhold its decision in Docket 25000, Part 2, until it disposes of the issues raised in the complaints. No action had been taken on

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Federal Court Decides in Favor of P.R.R. in Case of National Significance

(Continued from page 50)

"These authorities," says the opinion, referring to those quoted, "are highly persuasive that the service which the defendant railroad company proposes, falls within the definition of 'transportation' and outside any interpretation of 'line of railroad.' Complainants, however, insistently take the opposite position. . . . They realize, of course, that Paragraph 18, Section I, of the Act, lacks words that expressly uphold their position, and ask the Court to find them by necessary implication. To this end, the complainants' first point to the definition of the term 'transportation,' as including not only 'services in connection with the delivery' of freight, but locomotives, cars and other vehicles which, they say, quite correctly, embrace motor trucks, and then point to the definition of 'railroad' as including 'terminal facilities of every kind used and necessary in the transportation and delivery' of freight which, also, they say inferentially, embraces motor trucks, though already included in the definition of 'transportation.' Over the subjects of both of these definitions, the Interstate Commerce Commission unquestionably has jurisdiction; but over none of them is its jurisdiction dependent on a finding of public convenience and necessity.

"So far," continues the opinion, "the complainants have little help from the definitions of the statute, viewed separately. But they urge the two terms, 'transportation' and 'railroad,' should, though separately defined, be read together in order to make the term 'railroad' complete; and when so read, it includes motor trucks within the words 'other vehicles,' of the definition of 'transportation.' Finally, they contend, without giving any significance to the term 'line of,' that the word 'railroad,' found in the expression 'extension of a line of railroad,' is the 'railroad' within its own definition (now, by constructive transportation including 'other vehicles,' or motor trucks) and may be extended by motor trucks, but requiring, before it can be lawfully done, a certificate of public convenience and necessity, as in a case of extension of road by tracks. Shortly the complainants read, or import, the word 'transportation' (clearly including trucks) into the word 'railroad' and read the word 'railroad' (now including trucks, on their construction) into the expression 'line of railroad.' Having thus by construction made motor trucks a part of a 'line of railroad,' complainants confidently say the defendant railroad company, in undertaking to extend, without a certificate, its 'line of railroad' by trucks to the doors of its patrons, is proposing an unlawful thing and should be enjoined.

"With the theory of the complainants' case, presented with much greater force than is indicated by the simple terms to which we have reduced it, we do not, for

the reasons stated, find ourselves in accord. To be more definite, we hold that the proposed accessorial terminal service by trucks is not 'a railroad'; nor is it 'a line of railroad'; but it is a service of transportation which may be rendered by the defendant railroad company without first obtaining from the Interstate Commerce Commission a certificate; subject, of course, to tariffs filed and allowed.

"The decision of the District Court is approved."

At the outset, Judge Woolley's opinion, citing some of the history of the case, reads:

"The Pennsylvania Railroad Co., appellee, is a common carrier operating a line of railroad whose eastern terminus physically is at the New Jersey waterfront, opposite the City of New York—but actually—by the use of car floats and force of statute—at stations across the river on the waterfront of Manhattan, Brooklyn, the Bronx and other boroughs within the commercial area known as the Port of New York. Of the complainants-appellants, some are com-

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mon carriers and others are not, but all are engaged, in one way or another, principally by trucks, in exchanging freight, or receiving and delivering freight (under contracts with consignees and consignors) at the New York terminus of the Pennsylvania Railroad where, at present, transportation over that system begins or ends, according to the direction of traffic.

"The railroad company proposes, without leave of the Interstate Commerce Commission, to deliver freight, by motor trucks, from its terminals directly to consignees and receive freight from consignors for delivery by trucks to its terminals and thus establish what it calls an 'accessorial terminal service,' popularly described as 'store-door delivery and receipt of freight,' charging therefor tariffs to be filed with and approved by the Interstate Commerce Commission.

"Complainants, being vitally interested in the threatened invasion of their business of trucking and moving freight to and from the railroad company's terminals, filed a bill in the District Court of the United States for the Eastern District of Pennsylvania to stop it.

"The theory of the bill is that the

(Concluded on page 52)

Crane Service Charges at New York Are Attacked in Complaints to the I.C.C.

(Continued from page 50)

this request when this was written.

Mr. Finerty said he was making that request because in his opinion the limitations of the Commission's order of investigation in Docket 25000, Part 2, and particularly the construction put on it by Examiner Mohundro at the New York hearing, "were such as to preclude the possibility of an adequate presentation or consideration of the question of the propriety of the crane charges at New York harbor."

He said his clients were prepared to show at the New York hearing, had they been permitted to do so, that to impose the crane charge at all at New York harbor would result in diverting from the rail carriers, including the contract terminals, practically all stone, marble, scrap iron, structural steel and like traffic.

Examiner Mohundro, Mr. Finerty said, had indicated that uniformity in the crane charge in New York harbor could be gained only by imposing it on shipments delivered by lighters or carfloats, now exempt. Mr. Finerty said that while this would at least equalize the contract terminals' service with the lighterage service in this respect, the charge itself would be of ultimate damage both to the contract terminals and rail carriers.

Diversion Claimed

"It has already resulted in the diversion of numerous shipments from rail carriage, including 200 cars of stone from Maine offered to the Brooklyn Eastern District Terminal on condition that it could be handled without the crane charge," Mr. Finerty said. "This condition, of course, we were unable to meet, with resulting loss of the traffic not only to ourselves but to our rail carrier principals.

"The real vice in the situation is brought about by the fact that the original report in Docket 25000 failed to distinguish between free crane services lawfully rendered under proper tariff provisions as in the case of the contract terminals, and also failed to distinguish between ordinary station crane services of this nature, and the extraordinary services disclosed by the Commission's investigators in connection with the use of locomotive cranes, etc. The result is that the original investigation, which was specifically stated to be for the purpose of insuring lawful practices in connection with crane service and to prevent depletion of the carriers' revenues, has had the paradoxical result at New York harbor of forcing the discontinuance of admittedly lawful crane services, and in addition of depleting the carriers' revenues."

Mr. Finerty asked the Commission, if possible, to consolidate the investigation in Docket No. 25000, Part 2. If this cannot be done, he said, the Commission

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Federal Court Decides in Favor of P.R.R. in Case of National Significance

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proposed practice will not be a 'terminal service' at all, but will be an 'extension' of the company's 'line of railroad,' involving the abandonment of its lines of car floats and lighters, which the railroad company may not do lawfully without first obtaining a certificate of public convenience and necessity from the Interstate Commerce Commission.

"The case came before the District Court on a motion by the complainants for a preliminary injunction and a motion by the railroad company to dismiss the bill. The Court denied the application for injunction and dismissed the bill. The complainants appealed to the United States Circuit Court of Appeals on many assignments of error which, when compressed, raise one question—with two sides: What, in legal effect, is the railroad company's proposed practice—a 'terminal service' or facility incident to transportation of freight, subject only to approval by the Interstate Commerce Commission of tariffs to be charged for the same; or an 'extension of a line of railroad,' for which, to be legal, the railroad company must first obtain a certificate of public convenience and necessity from the Interstate Commerce Commission?

"On the threshold of the argument in this Court, the railroad company moved to dismiss the appeal on the contention that the situation as it stood before the District Court is now, in point of fact, non-existent and that consequently the issues in the case have become moot, predicated both contentions on the single fact that, in the meantime, the railroad company had filed tariffs (certain of the complainants participating) for the proposed trucking service with the Interstate Commerce Commission which body, in passing upon the tariffs (it says) may consider whether the proposed service constitutes an 'extension of its line of railroad.'

"We are not impressed by the motion to dismiss, for several reasons. The first that leaps to the eye is that, though tariffs have been filed, the Interstate Commerce Commission has not approved them and that, until approved, they are not effective. It is possible that the Interstate Commerce Commission may do something which may alter and nullify the factual effect of filing tariffs, and leave the case where it stands on the record.

"Then, again, even if the Commission should approve the tariffs and even hold some time in the future that the proposed service is not 'an extension of its line of railroad,' the railroad company has not convinced us that such action would annul the complainants' right, on a proper showing, to resort to the remedy by injunction, afforded by Section I of the Interstate Commerce Act; or that when, as here, such remedy has been invoked, the Courts must wait for the question to be presented to and de-

cided by the Commission. Therefore, without deciding any procedural matter that is past or is yet to come, we deny the motion to dismiss on our preference to meet the question raised on this appeal frontally and dispose of it on the record as it stands."

The Court here explained that it laid aside an issue not immediately involved, in the complainants' contention that, by the described service the railroad company proposes to abandon the lighterage parts of its line and return to its railheads in Jersey City without obtaining a certificate of public convenience and necessity from the Interstate Commerce Commission, because "such contention is based on an out-and-out averment of fact in that regard, admitted by the motion to dismiss, but on an alleged mental attitude of the railroad company; and on reference, purely argumentative, that abandonment of lighterage lines between New York and Jersey City is an 'eventual' consequence of the alleged 'extensions' of the railroad company's main line by trucks. Such a thing may conceivably happen, but it is too uncertain and remote for the Court of judge it at this time."

Settlement Assured Soon in Store-Door Controversy

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NEGOTIATIONS looking toward an amicable settlement of the controversy between the various factions for and against a provision for store-door pick-up and delivery service in the New York harbor district were still going on as this issue went to press. Meanwhile, the effective date of the tariff originally filed by the trunk line carriers has been further postponed—this time to March 17.

It is expected, however, that the differences will be ironed out prior to that time and that the carriers will file application with the Interstate Commerce Commission for permission to establish the new service on less than the statutory notice for 30 days.

—Stephens Rippey.

Walker's Health Improves After Stay in a Hospital

James M. Walker, president of the O. K. Storage & Transfer Co., operating in Memphis, Louisville and New Orleans, returned to his home in Memphis, on Jan. 26 after a month's stay in John Hopkins' Hospital, Baltimore, where he had been suffering from a heart ailment. His health improved, he planned to go to Florida for an extended rest before resuming business activity.

Mr. Walker directed the tax reduction campaign of the Property Owners Association of West Tennessee during 1932 but retired because of failing health, and on Christmas Day he left Memphis for Baltimore.

Mrs. Walker also was a patient at John Hopkins and has shown improvement.

Willard Eldredge, Ill, Removes to New Mexico: His Condition Improves

WILLARD ELDREDGE, president of Eldredge Express & Storage Warehouse Co., Atlantic City, and a past president of the New Jersey Furniture Warehousemen's Association, left Atlantic City, accompanied by Mrs. Eldredge and their children, on Jan. 12, for Albuquerque, N. M. He was seriously ill.

A letter received from Mrs. Eldredge by Frederick Petry, Jr., Camden, president of the New Jersey association, stated that she was much encouraged and looked for steady improvement in her husband's health.

Mr. Eldredge is in the St. Joseph Sanatorium and the family is living at 1819 East Silver Street, Albuquerque. Let-

Willard Eldredge



Atlantic City executive who has been seriously ill

ters should be addressed to the latter address.

The Atlantic City executive is nationally known in the storage industry. He was at one time a director of the National Furniture Warehousemen's Association and has served on various committees of the National.

Keyser a Legislator

Malcolm A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, is a member of the 1933 Utah State Senate, the upper branch of the Legislature recently convened.

Mr. Keyser is one of nine Senators and House members appointed to make a study of the State's governmental system.

Oakland Blaze

The warehouse located at Seventh and Fallon Streets, Oakland, Cal., belonging to the W. H. Parrish Drayage Co., was destroyed by fire on Dec. 18. The estimated loss is \$75,000.

**Construction
Developments
Purchases, Etc.**

California

ANAHEIM—Consolidated Ice & Cold Storage Co. is planning to reconstruct the cold storage warehouse and ice plant recently destroyed by fire at a loss of about \$100,000. The site is now being cleared.

Los Angeles—Pacific Coast Terminal Co., operating a trucking and warehouse business, has filed a voluntary petition in bankruptcy showing liabilities of \$260,246 and no assets.

Indiana

Fort Wayne—Centlivre Ice & Cold Storage Co. is considering extensions and improvements to its plans, to cost about \$25,000.

Gary—James E. Burke will rebuild the storage warehouse unit recently damaged by fire with a loss exceeding \$75,000.

Kentucky

Lexington—Citizens Ice Co., recently organized by Lee Congleton and associates, is planning early construction of a \$25,000 cold storage warehouse and ice plant.

Lexington—Local Ice Co., recently organized by Clyde E. Buckley and associates, will build a 1-story ice and cold storage warehouse on Lewis Street, to cost about \$45,000.

Massachusetts

Hudson—R. S. Lamson & Son will build a \$25,000 1-story cold storage warehouse and ice plant, 55 by 70 ft., on Lake Street.

Worcester—Independent Ice Co. will build a \$25,000 1-story addition to its cold storage warehouse and ice plant.

New York

Buffalo—Niagara Frontier Food Terminal is planning a \$100,000 multi-story terminal building.

New York City—Merchants Refrigerating Co. has awarded contract for a \$200,000 extension and improvements at its cold storage warehouse at 501-521 West 16th Street.

New York City—Old Slip Warehouse Co. has leased for expansion purposes the adjoining 5-story and basement building at 65 Front Street.

New York City—United States Trucking Corporation will build a 1-story service and garage building, 70 by 122 ft., at 368-380 Front Street, to house its motor trucks and cars. More than \$35,000 will be spent.

Pennsylvania

Pittsburgh—Kirby Transfer & Storage Co. has applied for permit to extend its motor truck system 100 miles out from city in different directions.

Virginia

Norfolk—Southgate Terminal Corporation has awarded contract for a 2-

story storage warehouse, 75 by 100 feet, at the foot of Dunmore Street.

Richmond—Richmond Waterfront Terminals, Inc., has taken over, under a 5-year lease, a new \$90,000 warehouse building and transit shed recently completed by the city as a waterfront municipal project.

Washington

Seattle—Federal Transfer Co. will soon build a 2-story and basement storage warehouse, 60 by 60 feet, at 2421 Western Avenue.

West Virginia

Huntington—North Pole Ice Co. has acquired a 2-story and basement building on Third Avenue near 23d Street and will remodel and equip for a new cold storage warehouse unit and ice plant at a cost of about \$70,000.

OBITUARY

George E. Chandler Passes

George E. Chandler, president and founder of the Central Warehouse Co., Salt Lake City, Utah, died in Los Angeles late in January. A daughter, Mrs. B. C. Rocklidge, is the wife of the firm's operating executive.

Mr. Chandler was 82 years old. Death resulted from a heart attack.

An extensive property owner in Utah, Mr. Chandler left Salt Lake City three years ago to establish a home in Vancouver, B. C., and removed to Los Angeles two years later, retaining, however, the presidency of the Central company.

Mrs. E. F. Hanna Dies

Mrs. Anna M. Hanna, widow of E. F. Hanna, who was identified with the Jennings-Hanna Warehouse Co., now the Jennings-Cornwall Warehouse Co., Salt Lake City, died in January. As a younger woman she was prominent in the city's religious and literary activities.

F. J. Henneberger

Francis James Henneberger, 75 years old, president of the Henneberger Ice and Storage Company, Inc., Princeton, Ind., died on Dec. 17.

(Other Obituaries on page 45)

**Kennicott - Patterson
Receiver Is Selected**

Notice was publicly served in January that James Herbert Wilkins had been selected by the stockholders to act as receiver for the Kennicott-Patterson Warehouse Corporation, Denver. E. J. Brown, president of the company, continues as manager. The corporation filed for receivership in December.

Schultz Honored

Edwin W. Schultz, treasurer of the Hardware City Storage Co., New Britain, Conn., has been elected president of the New Britain Real Estate Board for 1933.

**New Incorporations
as Announced Within
the Storage Industry**

California

LOS ANGELES—Growers Cold Storage Corporation. Capital \$250,000. To take over and expand Growers Cold Storage Co., 5050 Alameda Street. Incorporators, E. E. Vassey, F. B. Wagner and H. S. Myers.

Illinois

Benton—Peerless Forwarding & Distributing Co., 201 West Main Street. Capital not stated. Incorporators, Leo Cox, John H. Jackson and W. T. Courtney.

Chicago—Produce Terminal Warehouse, Inc. Cold storage. Capital 44,500 shares of no par value stock. Incorporators, Edward J. Ward, George F. Christians and Howard H. Hilton.

Louisiana

Monroe—West Monroe Warehouse and Terminal Company. Capital \$10,000 with \$1,000 paid in. General terminal and warehouse business with offices at 712 Ouachita National Bank Building. Incorporators, Jesse C. Barbour, Franklin; Alden T. Shotwell, 406 Forsythe Avenue, Monroe and Clyde R. Brown, 1608 North Fifth Street, Monroe.

Missouri

Kansas City—Merchandise & Refrigerator Lines, Inc. Capital \$10,000. Incorporators, Oscar Meador and C. C. Madison, Commerce Building.

St. Louis—Carlson Transfer Co. Capital not stated. Incorporators, Arthur C. and Charles O. Carlson, 322 Edgewood Drive.

St. Louis—Merchants Transfer & Storage Terminal, Inc., to succeed Merchants Transfer & Storage Co., 501 South Second Street. L. C. Frick is one of incorporators.

New Jersey

Camden—Cape May County Ice Co. Cold storage warehouse and ice plant. Capital 2500 shares of no par value stock. Incorporators, William Hermann and E. M. McCullough. Representative, Benjamin M. Cohen, attorney.

Guttenberg—Heinz Brothers & Sons, Inc. Capital \$25,000. Succeeds Heinz Brothers, 425 24th Street. General storage and transfer business. Incorporators, Peter Heinz, Sr., Jacob Heinz and Matthew Heinz.

New York

Brooklyn—M. S. & R. G. Properties, Inc. Storage warehouse. Capital \$2,500. Incorporators, Morris L. Meshel and Jerome A. Weiss, 16 Court Street.

New York City—Fischler Forwarding Corporation. Capital \$20,000. Incorporators, David J. Fischler, 1500 Theriot Avenue, Bronx; and Harold L. Fischler, 983 Lenox Road, Brooklyn. The same interests have also organized New York Truck Renting Corporation with capital of \$20,000.

(Concluded on page 55)

Warehousing Wins Case in New England Storage- in-Transit Complaint

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

IN a surprising reversal of opinion, which proves that even the Interstate Commerce Commission slips up on occasions, the Commission has amended its decisions in I. & S. Dockets 3764 and 3792, involving storage-in-transit arrangements at New London, New Haven and Thamesville, Conn., by requiring outright cancellation of the suspended tariffs.

This results in a complete victory for the American Warehousemen's Association, which had protested the tariffs and asked the Commission to require their cancellation. In its original decisions the Commission had ordered cancellation of the suspended tariffs without prejudice to filing others in conformity with the views expressed in the decisions.

The only "without prejudice" in the corrected decisions, however, was the statement that the proceedings would be discontinued without prejudice to the right of the carriers to bring the matter to the Commission's attention after the decision in Ex Parte 104, Part 6.

The most unusual feature of the corrected decisions was the change in certain parts which indicated the Commission originally had wholly overlooked certain contentions which had been placed before it by the American Warehousemen's Association and the Boston Port Authority.

One of these changes was the statement that the A. W. A. and the Boston Port Authority contended that the storage arrangements at present maintained at New York should not be extended to points in New England pending decision in Ex Parte 104, Part 6. Originally the Commission made no comment on this statement, but in the corrected decisions it stated that "we concur in that view."

Another change was in I. & S. 3764 in connection with an arrangement between the New Haven Railroad and the New Haven Transit Stores Company, a wholly-owned subsidiary of the Winchester Repeating Arms Company, which was to store goods for the New Haven. Among the things covered in the contract between the railroad and the stores company was a provision that the latter would not be liable for demurrage charges under any circumstances.

In its original decision the Commission expressed the belief that the stores company could not "get away" with anything of this kind, but in the corrected report, after setting forth a point made by the Boston Port Authority that cars could be held for long periods without payment of demurrage, under the arrangement, the Commission declared that:

"An arrangement which would permit of such unwarranted detention and misuse of cars clearly is not compatible with the public interest."

The tariffs involved in the two cases

were filed by the New Haven, the New England Steamship Company, the Central Vermont Railway and the Central Vermont Transportation Company. The New Haven tariff proposed to establish at New Haven, and the Central Vermont at New London and Thamesville storage-in-transit arrangements on package or piece freight originating in the New York lighterage district and destined to Canada and points west of the Hudson River.

The arrangements would have been substantially the same as these now in effect at New York which are being fought by the A. W. A. in Ex Parte 104, Part 6.

—Stephens Rippey.

Fire in Anaheim

L. L. Montgomery, manager of the Consolidated Ice & Cold Storage Co., Anaheim, Cal., has started salvaging operations of the plant, which was partially destroyed by fire recently. The plant will be rebuilt and equipped for ice manufacturing and public cold storage.

Superintendent Wanted

MUST have cold storage experience. Prefer men between ages of 35 and 45 from the Middle West. State, in first letter, age, experience, salary you expect and when you can start.

Address Box N-455, care of
Distribution and Warehousing,
249 West 39th Street,
New York City.

Crane Service Charges at New York Are Attacked in Complaints to the I.C.C.

(Concluded from page 51)

should at least withhold its decision in Docket No. 25000 until it disposes of the formal complaints. He asked the Commission to set down the formal complaints for hearing as speedily as possible.

Because of his request Mr. Finerty said he would file a brief in Docket 25000, Part 2. Briefs were filed, however, by cement manufacturers of the Lehigh, Pa., district, and by the trunk line carriers.

The cement manufacturers urged retention of the present charges, contending they were operating satisfactorily and had not resulted in diversion of any cement. In fact, they said, the record does not show instances of diversion of any commodity as a result of the crane service charges.

The trunk line carriers, of course, contended the charges were lawful and asked the Commission not to disturb them.

—Stephens Rippey.

Paul H. Maloney, Jr., Is Appointed a Bank Director

PAUL H. MALONEY, JR., president of the Maloney Trucking & Storage, Inc., New Orleans, La., has been appointed to the directorate of the Ninth Regional Home Loan Bank, located in Little Rock, Ark.

Mr. Maloney became president of the company bearing his name two years ago, succeeding his father, Paul H. Maloney, when the latter was elected to the United States Congress from the Second Louisiana District.

Mr. Maloney, Jr., in addition to his warehouse activities, is a director of

Paul H. Maloney, Jr.



New Orleans warehouseman
becomes a bank director

the Association of Commerce and is a past president of the Young Men's Business Club. In his college days he captained the Tulane foot ball team.

Taxes on Deposit Boxes Yield Expected Revenue

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

RECEIPTS from the Federal tax on safe deposit boxes amounted to \$185,004 in December, according to a report by George J. Schoeneman, Deputy Commissioner of Internal Revenue.

Under the estimates submitted to Congress by Secretary of the Treasury Ogden L. Mills, during consideration of the tax bill, this particular tax was expected to yield about \$1,000,000 annually. Other estimates placed the amount nearer \$2,000,000.

The Bureau of Internal Revenue has ruled recently that the tax on safe deposit boxes is deductible from the gross income of the individual who pays it, this being one of the few of the recently enacted "nuisance" taxes so deductible.

—Stephens Rippey

New Incorporations as Announced Within the Storage Industry

(Concluded from page 53)

New York City—Freight Transportation Corporation. Capital 200 shares of no par value stock. Incorporators, James E. Whalen and John P. Hurley, 29 Broadway. Representatives, Baar, Bennett & Fullen, 29 Broadway, attorneys.

New York City—Manhattan Movers, Inc. Capital \$20,000. Incorporators, Benjamin Rose and Max J. Herman, 545 Fifth Avenue.

New York City—North American Warehouses, Inc., Bronx. Storage and transfer. Capital \$5,000. Incorporators, Irving I. Sternberg, 501 East 161th Street, Bronx, and Jacques Mantinband, same address.

Rochester—Sours Carting & Storage Co., Inc. Capital 100 shares of no par value stock. Succeeds Sours Carting & Storage Co., 51 Barber's Lane. Incorporators, Harold A. Sours and Daniel F. Fitzgerald.

North Carolina

Ahoskie—Planters Warehouse, Inc. Capital \$12,000. Storage. Incorporators, J. W. Leary and W. T. Holloman.

Parkton—Parnell Bonded Warehouse, Inc. Capital \$50,000. Incorporators, J. Q. Parnell, C. B. Parnell and J. G. Hughes.

Ohio

Akron—The Truck Owners' Freight Company. Capital 250 shares of no par value stock. Incorporators, M. J. Zimmerman, L. M. Zimmerman and V. J. Robinson.

Cleveland—Shippers Freight Forwarding, Inc. Capital 100 shares of no par value stock. Incorporators, Morris I. Goldsmith, Albert L. Negin and Max A. Pilloff.

Cleveland—United Van Lines, Inc. Capital 250 shares of no par value stock. Incorporators, F. G. Banks, Samuel Goldstein and A. Arnold.

Warren—Burbank-Barbe Cartage Company. Capital 250 shares of no par value. Incorporators, J. N. Barbe, Earl G. King and W. C. Burbank, 775 Elm Road N.E.

Pennsylvania

Philadelphia—Apple Moving & Storage Co., 156 North 57th Street. Storage and trucking. Principal incorporator, Samuel Johnson, 717 N. 46th Street.

Philadelphia—Return Loads Bureau, 3760 Powelton Avenue. Capital not given. Long distance hauling by motor truck. Principal incorporator, J. H. Molan, 6312 Callowhill Street.

Rhode Island

Cranston—Abco Moving Co., 75 Whipple Avenue. Principal incorporator, Edwin O. Blinkhorn.

Texas

Amarillo—Amarillo Transfer & Storage Co., Inc. Storage and transfer.

Capital \$10,000. Incorporators, C. A. Reilly and J. L. Pate.

Dallas—American Armored Service, Inc. Armored truck service. Capital not stated. Incorporators, K. K. Meisenbach and Jack Orr.

Warehousing Represented at Dinner of New York Women's Traffic Club

THE Women's Traffic Club of Greater New York, with which a number of warehousing's feminine executives are associated, held its second annual dinner dance on Jan. 28 in the club rooms of the Traffic Club of New York, in the Park Central Hotel. Nearly 250 members and guests attended, including traffic manager of transportation lines and industrial corporations.

The warehouse women present included Mattie S. Tomlinson, secretary and treasurer of the Gilbert Storage Co., Inc.; Myda L. Shattuck, of the Manhattan Storage & Warehouse Company; Georgann LeBaron, of the Allied Van Lines of the National Furniture Warehousemen's Association; and Elizabeth E. Finkelday, of the Trans-Continental Freight Co.

Monthly business meetings are held on the second Tuesday of each month at the Fifth Avenue Hotel.

Ohio U.P.C. Case Argued

The right of Ohio to regulate highway traffic density was defended in the United States Supreme Court at Washington late in January by Thomas J. Herbert, the State's assistant attorney general, who filed a brief in the appeal of the Wolverine Motor Freight Lines after the Ohio Supreme Court had affirmed an order by Ohio's Public Utilities Commission denying the Wolverine an interstate certificate over a route between Cleveland and Toledo on the ground that additional traffic would "create and maintain an excessive hazard to the traveling public."

LaRue Brown, counsel for the Wolverine, argued that the Ohio Commission exceeded its authority in denying the application; such exclusion, he contended, rested exclusively with Congress and was beyond the power of the State.

Detroit Activities

The Abbott Storage Co., operated by Louis Grant, has established headquarters at 439 Gratiot Avenue, Detroit. The firm operates warehouses at 520 Madison Avenue and 443 Mechanic Avenue.

The Hudson Storage Co., also operated by Mr. Grant, has opened a warehouse at 448 North Willis Avenue, in a building where the Armored Fireproof Warehouse is conducted by Yales Simons.

Promotion

D. R. Crotsley, manager of the Starrett-Lehigh Building, New York City, has had his jurisdiction extended to cover the management of the Bronx-Lehigh Building at the Lehigh Valley Railroad's Bronx Terminal, Gerard Avenue and 144th Street, New York City.

Pueblo Firm Installs a Portable Air-Tight Room for Demothing Furniture

THE Burch Warehouse & Transfer Co., Inc., Pueblo, Colo., has perfected a portable airtight room which simplifies demothing operations. Made of heavy sheet metal and mounted on small wheels so that it can readily be moved anywhere, it accommodates two-room or three-room suits of furniture at a time.

Advantageous features are that the room may be kept out of the way when not in use; that demothing may be done out of doors, thus minimizing danger from fumes or fire; and that it is less expensive than a stationary room inside the warehouse.

The demothing work is done by a special process which requires the use of an air-tight chamber. First the furniture is thoroughly cleaned with a vacuum appliance, to remove dirt and moth eggs. Then it is placed in the air-tight room with a powerful chemical and left there for about thirty hours. Then the surface is gone over with a liquid which forms an effective although invisible protective coating. It is believed that the protective will last for years.

The new service, which has become an important activity almost overnight, is being introduced to hundreds of housewives through telephone contacts. One girl devotes her entire time to this work. She calls residents in the better districts, informs them of the new service, and invites them to the warehouse to inspect the process. Every person telephoned is called by name.

Mooney a Bank Officer

Edward G. Mooney, president of the Hartford Despatch & Warehouse Co., Hartford, Conn., and a director of the National Furniture Warehousemen's Association, has been elected vice-president of the East Hartford Trust Co., recently reorganized. The main warehouse of Mr. Mooney's firm is located in East Hartford.

Erickson Honored

Elmer Erickson, vice-president of the Midland Warehouse & Transfer Co., Chicago, and a past general president of the American Warehousemen's Association, was chosen president of the Central Manufacturing District Club, Chicago, at the recent annual election of officers and trustees.

Buck Honored

Charles B. Buck, vice-president of the Merchants Transfer & Storage Co., Washington, D. C., has been elected vice-president of the Transportation Club of Washington.

New Santa Rosa Firm

Carl A. Schultz and George E. Schultz, operating under the name of the Schultz Bros. Transfer Co., have established a storage and transfer business at 700 Washington Street, Santa Rosa, Cal.

WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

Distribution and Warehousing
249 West 39th St., New York, N. Y.

ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.
Erby & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstelslager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.
Maday, M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.
Taechens Bros.; 1015 Harrison St., Flint, Mich.
U. S. Body & Forging Co., Inc.; 135 Tonawanda St., Buffalo, N. Y.
Whitfield & Sons; Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

PLYMETL

panels saved 1500 pounds in this 21 ft. body.



Write us for details on "lighter and stronger" bodies.

Haskelite Manufacturing Corporation
120 So. La Salle St. Chicago, Ill.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Harvey Spring & Forging Co.; Racine, Wis.
Sizemore Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., O.; 19 W. 44th St., New York, N. Y.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Coppersville, Ind.

CASTERS (Truck)

Adams Co.; Dubuque, Iowa.
American Caster Co.; 330 Washington St., Hamilton, Ohio.
Bassick Co.; Bridgeport, Conn.
Bond Foundry & Mche. Co.; Manheim, Lancaster County, Pa.
Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Box 550, Elyria, Ohio.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc.; Box A, Greene, N. Y.
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; S. State St., Indianapolis, Ind.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.

CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Howard Clock Co., E.; 206 Eustis St., Boston, Mass.
International Time Recording Co.; 270 Broadway, New York, N. Y.
Koenig & Co., Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
King Stge. Whee., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lewis Co., G. L.; Watertown, Wis.
Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.
Truscon Steel Co.; Cleveland, Ohio.
Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Bisney Ave., Cincinnati, Ohio. (Gravity)
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.
 Clark Tractor Co.; Battle Creek, Mich.
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)
 Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)
 Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co.; 1856 N. Kostner Ave., Chicago, Ill. (Gravity and portable)

CORDAGE (Flat)

Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Filcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue)

COVERS (Paper Furniture)

Filcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue)

COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue)
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.
 Gotch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
 (See advertisement elsewhere in this issue)
 Self Lifting Piano Truck Co.; Findlay, Ohio.
 (See advertisement elsewhere in this issue)
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. L.; 210 Water St., Toledo, Ohio.

COVERS (Truck)
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Carnie-Gould Mfg. Co.; 26th & Penn., Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; Waco, Texas.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Hoegge Co., Inc., Wm. H.; 135 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

DOORS (Cold Storage, Elevator and Fire)

Born Co., H. A.; 208 N. Wabash Ave., Chicago, Ill. (Cold stge.)
 California Ppf. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)
 Harris-Prebble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)
 Kinneer Mfg. Co.; 1270 Florida Ave., Columbus, Ohio. (Fire)
 Merchants & Evans Co.; 2095 Washington Ave., Philadelphia, Pa. (Fire)
 National Refrigerator Co.; 827 Koelln Ave., St. Louis, Mo. (Cold stge.)
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)
 Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)
 Richmond Ppf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Bisney Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
 Boston Excelsior Co.; 29th St. & Eleventh Ave., New York, N. Y.
 Orange Mfg. Co.; Edand, N. C.
 Philips Excelsior Co.; Chattanooga, Tenn.
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

EXTERMINATORS (Rat or Mice)

Ratin Laboratory, Inc.; 116 Broad St., New York, N. Y.

Avoid Damage Claims
from Rat-Infestation

Enjoy continuous freedom from Rats and Mice by using the scientific RATIN preparations.

Sold in small, medium, and large bottles, standard the world over.

FREE. Send for free circular.

The RATIN LABORATORY, Inc.
116 BROAD STREET, NEW YORK

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.
 Du-Gas Fire Extinguisher Corp.; 11 West 42nd St., New York, N. Y.
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
 Safety Fire Extinguisher Co.; 209 Seventh Ave., New York, N. Y.
 Simmons Co., John; 110 Centre St., New York, N. Y.
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.
 Vogel Co., H. G.; 15 W. 37th St., New York, N. Y.

FREIGHT FORWARDERS (General)

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West and Pacific Coast

HOUSEHOLD GOODS and AUTOMOBILES

An Efficient Service Based on Years of Knowledge and Experience

BEST FACILITIES FOR CARLOAD DISTRIBUTION

Domestic and
Foreign Shippers,
Forwarders and
Distributors



Foreign and
Domestic Lift Van
Service for House-
hold Goods

EMPIRE FREIGHT COMPANY

Incorporated

New York City, N. Y.
117 Liberty St.

CHICAGO, ILL.
53 W. Jackson Blvd.

Philadelphia, San Francisco,
Oakland, Seattle, Portland

Boston, Mass.
93 Huntington Ave.
LOS ANGELES, CAL.
316 Commercial St.

FLOOR REPAIRING MATERIAL

Euclid Chemical Co., 7012 Euclid Ave., Cleveland, Ohio.
Master Builders Co., 7016 Euclid Ave., Cleveland, Ohio
Stonhard Co., 410 N. Broad St., Philadelphia, Pa.

FUMIGATING EQUIPMENT

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

HOISTS (Chain and Electric)

Atlas Trailer & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas.
(Elec.)
Boston & Lockport Block Co.; 100 Condor St., East Boston, Mass. (Chain)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)
Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)
New Jersey Foundry & Mche. Co.; 9 Park Pl., New York, N. Y. (Chain)
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

American Cynamid Co.; 535 Fifth Ave., New York, N. Y.
Associated Textile Research Lab., 5416 No. 5th St., Phila., Pa.
Barrett Co.; 40 Rector St., New York, N. Y.
Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co., Dept. M.; 4250-56 No. Crawford Ave., Chicago, Ill.
Enox Chemical Co.; 2367 Logan Blvd., Chicago, Ill.
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)
Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.
Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Guarantee Exterminating Co.; 11 W. 42nd St., New York, N. Y.
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
Wells, E. S.; Jersey City, N. J.
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

"NOW WE ARE FUMIGATING HOUSES, APARTMENTS, . . ."

"We have developed our moth killing and mothproofing departments to a point where we are fumigating houses, apartments, restaurants, bakeries, store rooms, and also exterminating rats, mice, cockroaches and bed bugs from the above premises. This work is not only very interesting but quite profitable and is the best side line that we have developed in our business."

.....Co.,Ohio.

So writes a well-known midwestern furniture warehouseman who is our exclusive distributor in his particular territory.

Write for complete details, as your territory may still be open.

CALCYANIDE COMPANY

Home Office

60 E. 42nd St.

New York City

KEEP MOTHS OUT the sure way

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide. in rolls of from 50 to 1000 yards.

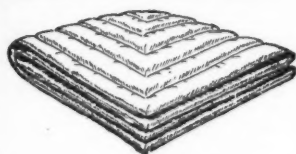
Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company
of New Jersey, Inc.
A Subsidiary of The Koppers Co.
Dept. W. Belleville Turnpike
Kearny, New Jersey
Telephone: Kearny 3600



PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Humphry's sons, E. A.; 1020 Callowhill St., Philadelphia, Pa.
 Louisville Bedding Co.; Louisville, Ky.
 Louisville Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.
 Malish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.
 Mallets Textile Co.; 182 Mercer St., New York, N. Y.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.
 Powers & Co.; 26th & Reed St., Philadelphia, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.
 Union Carpet Lining Co.; 230 Fifth Ave., New York, N. Y.
 Wagner Awning Co.; 2458 Scranton Rd., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.



IRON HORSE

Furniture Pads are now
 lower in price than at
 any time in SEVEN-
 TEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

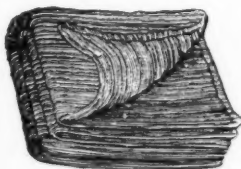
ORDER NOW FOR ALL 1932

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
 200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.



Furniture Pads

Lowest prices in years

36 x 72 cut 54 x 72
 72 x 72 sizes 80 x 72

Order Now for Fall 1932

We also manufacture Van Liner Pads, Piano Covers,
 Radio Covers—Refrigerator Covers and Tie Tapes. All
 kinds of special work.

EVERLAST TEXTILE MFG. CO.

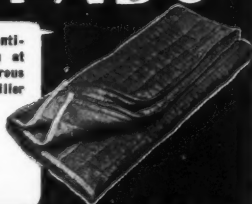
19 East 21st St., New York City

Terms 2% 10 days—30 days net approved credit. F.O.B. N. Y.

Fulco *Quilt-edge* FURNITURE PADS

Extra-quality Furniture Pads, easily identi-
 fied by the brilliant quilt-edge webbing at
 ends. Webbing gives longer life. Generous
 thickness assures perfect protection. Filler
 positively will not lump.

Write now for complete information,
 prices and terms on the New 1933 line
 of Fulco Furniture Pads, Radio Cov-
 ers, Tarpaulins, Burlap, etc. Address
 nearest plant or branch listed below.



Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta St. Louis Dallas
 Minneapolis Brooklyn New Orleans Kansas City, Kan.

BUY
DREADNAUGHT CROSS-STITCHED
FURNITURE PADS

REENFORCED
 WITH HEAVY
 WELT EDGE
 BINDING ALL
 AROUND.
 Filling Will Not
 Separate or
 Lump.

PHOTO SHOW-
 ING CROSS
 STITCHING
 MARVELOUS
 QUALITY and
 CONSTRU-
 CTION.

CROSS STITCHED DREADNAUGHT FURNITURE PADS

Cut Size	Per Doz.	Cut Size	Per Doz.
36" x 72"	@ \$9.75	72" x 72"	@ \$17.00
54" x 72"	" 14.00	72" x 80"	" 18.00

2% Cash 10 Days, 30 days net, on approved credit F. O. B.
 New Haven, Conn.

Choice of Best Quality Drill Covering in either Khaki, Green or Blue.

BUY LIBERAL SUPPLY NOW

CONTAINER & WAREHOUSE FURNITURE PADS

Cut Size	Per Doz.	Cut Size	Per Doz.
36" x 72"	@ \$6.00	72" x 80"	@ \$12.00

F. O. B. New Haven, Conn.

23 Years Leadership Since 1910

AMERICA'S LARGEST PAD MANUFACTURERS

NEW HAVEN QUILT & PAD CO.

82-86 Franklin St.

NEW HAVEN, CONN.

PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
 Boston Excelsior Co.; 29th St. and Eleventh Ave., New York, N. Y.
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
 Orange Mfg. Co.; Edmond, N. C.
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.
 Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

PAPER PACKING MATERIAL

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

FOXWRAP

THE IDEAL WRAPPING PAPER

FOXCO

PAPER FURNITURE COVERS

TWINES

VAN PADS

Pilcher-Hamilton-Daily Company

349 West Ontario

Chicago, Ill.

GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

PAPER (Tar)

White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.
(See advertisement elsewhere in this issue)

PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.
Ebinger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.
Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 529 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.
Smith, F. P., Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Market Forge Co.; Garney St., Everett, Mass.
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.
New Britain Meche. Co.; 140 Chestnut St., New Britain, Conn.
Revoluator Co.; 336 Garfield Ave., Jersey City, N. J.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

SAWS (Portable Machine)

O. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sts., Milwaukee, Wis.
Challenge Co.; 193 River St., Batavia, Ill.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
New Holland Machine Co.; New Holland, Pa.
Onan & Sons, D. W.; 43 Royalston Ave., Minneapolis, Minn.
Skillsaw, Inc.; 3310 Elston Ave., Chicago, Ill.
Speedway Mfg. Co.; 1834 S. 52nd Ave., Cicero, Ill.
Taylor Iron Works & Supply Co.; P. O. Box 218, Macon, Ga.
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

SCALES

Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.
Dayton Scale Co.; Dayton, Ohio.
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.
Fairbanks & Co., E. T.; St. Johnsbury, Vt.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co.; Beloit, Wis.
Howe Scale Co.; Rutland, Vt.
International Scale Co.; 270 Broadway, New York, N. Y.
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.
Merrick Scale Mfg. Co.; 180-186 Autumn St., Passaic, N. J.
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.
Toledo Scale Co.; Toledo, Ohio.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
Diagraph Stencil Mche. Corp.; 2913 Clark Ave., St. Louis, Mo.
Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill.
Marsh Stencil Mche. Co.; 85 March Bldg., Belleville, Ill.

TRAILERS (Motor Truck)

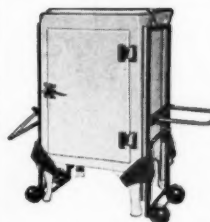
Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
General Motors Truck Co.; Pontiac, Mich.
Gramm Motors, Inc.; Delphos, Ohio.
Highway Trailer Co.; Edgerton, Wis.
Reo Motor Car Co.; Lansing, Mich.
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio
Truck Equipment Co., 1791 Fillmore Ave., Buffalo, N. Y.
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)
Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky. (Platform)
Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill. (Lift, stevedore and platform)
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)
Colson Co.; Box 550, Elyria Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Excelsior Pilmtruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Howe Scale Co.; Rutland, Vt.
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
Kent Machine Co.; Kent, Ohio.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill. (Lift, platform and stevedore)
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revoluator Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)
Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)
West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.

TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.



You can make far more money even at reduced prices for your service when you handle and deliver refrigerators with an Easy-Way Carrier. Write for information about this new better method and equipment for handling.

You pay nothing extra for swivel wheels on the Easy-Way. Every Easy-Way is complete in every detail. Buy direct from manufacturer and save \$10 to \$15.

R & R APPLIANCE CO., INC.
FINDLAY, OHIO

TRUCKS (Refrigerator)—Continued

Self Lifting Piano Truck Co.; Findlay, Ohio.

How Long Will You Try

doing without the one sure way of reducing handling costs of refrigerators? Two men with

X-70 Refrigerator Trucks

can do with less effort the work of three men without this modern equipment. And damaged cabinets, floors, walls and wood-work will be a thing of the past.



Light, all steel frame; 4-inch rubber tired wheels; top casters for tilting and rolling into delivery truck. Only pads touch cabinet. Fit all cabinets with or without legs.

\$34.50

Also ideal for Handling Upright Pianos!

Ball Bearing Swivel Casters on one end \$5 extra.

Buckeye Sill Piano Trucks

permit sure, easy, economical handling of uprights, baby grands and grands, eliminating scraping or marring of floors. Center wheel construction allows balancing and turning without lifting.

SELF-LIFTING PIANO TRUCK CO.

Findlay, Ohio

Manufacturers of Trucks for 32 Years

Write today for literature.

TRUCKS (Tiering)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.
 Clark Tractor Co.; Battle Creek, Mich. (also Lifting)
 Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 Excelsior Plimptruck Co.; Woodland Ave., Stamford, Conn.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
 Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

VAULTS (Fumigation)

Calcyanide Co., 60 E. 42nd St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
 Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)

EXTERMOVAULT

Effective Feb., 1933

NEW LOW PRICES**4⁸⁰****PER SET**

IN LOTS OF
1 DOZEN SETS
F.O.B. N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

FURNITURE FUMIGATION CORP.

Subsidiary of Guaranteed Sanitation Inc.

500 FIFTH AVENUE, NEW YORK CITY

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
 Courtney & Son, Thomas; 310 Spring St., New York, N. Y.
 Globe Superior Corp.; Lock Drawer Co., Abingdon, Ill.
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
 Hirsh-Weis Mfg. Co.; 205-209 Burnside St., Portland, Ore.
 Industrial Garment Co.; 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.
 Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.
 Lee Mercantile Co., E. D.; 20th & Wyandotte Sts., Kansas City, Mo.
 McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.
 Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
 Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Ga.
 Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo.
 Riseman & Son, John; 841 Blue Island Ave., Chicago, Ill.
 Scott Mfg. Co., Cyrus W.; Houston, Texas.
 Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.
 Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.
 Sweet, Orr & Co.; 15 Union Square, New York, N. Y.
 Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.
 Welch-Cook-Beals Co.; 321-29 S. Third St., Cedar Rapids, Iowa.
 Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

There is no situation as dangerous as that of the advertiser who has arrived and sits back to enjoy his well-earned days of business ease.

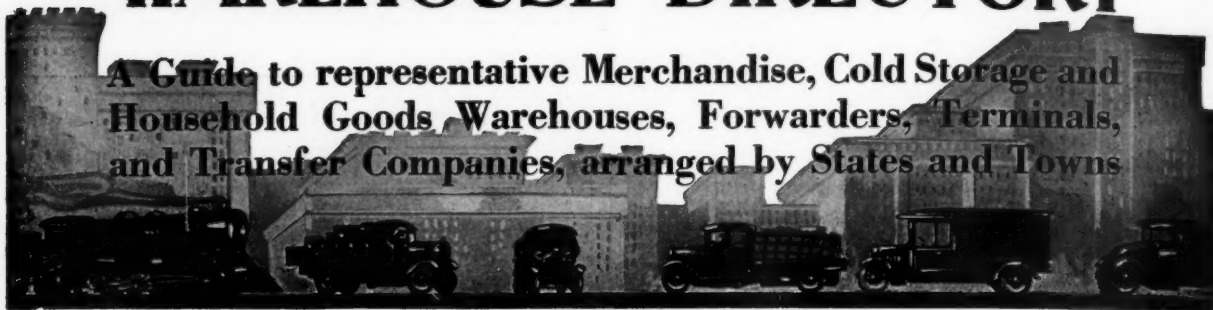
● ● ● Your advertisement in DISTRIBUTION and WAREHOUSING

Works for you all of the time. Your most valued customer next year, may be the least known of your prospects this year. Business comes from unexpected sources and to reach them all, use "D. and W." regularly. . . . The cost is less than by any other regular means of advertising.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Andy Says"

"CAN'T AFFORD TO ADVERTISE?"

THIS is the title of a timely article which recently appeared in *Advertising & Selling* over the signature of Fritz J. Frank, president of the United Business Publishers, Inc. In part it reads:

The beginning of the fourth year of this major depression finds most business with income sharply reduced. To keep the ship afloat considerable sail-trimming has had to be done, and the end is not yet in sight.

Upon the skill with which this delicate and distasteful operation is performed depends the future prosperity of the business. In casting around for ways of reducing expenditures, the eye of the head of the business usually lights first on the promotion account.

Slashing the advertising appropriation has about it none of the mental anguish which attends a payroll curtailment. It is so painless, so impersonal, so easily accomplished and so readily rationalized. "With little business being placed, why advertise?"

Furthermore, in the majority of cases no immediate penalty is invoked when advertising is reduced or even wholly discontinued. Say, for example, that a manufacturer stops advertising today. Thirty days pass. If he is any worse off than before, he cannot detect it.

Sixty days . . . ninety days . . . later. Still the damage, if any, is imperceptible, and may easily be charged to the depression. But after that the slippage accelerates rapidly. The manufacturer begins to have the uneasy feeling that his company is being numbered in the ranks of forgotten firms. Buyers seem to be overlooking him.

His salesmen find in authority new men to whom the company is unknown. But not until he overhears the remark, "Is

So-and-so still in business?" does he realize clearly the seriousness of his position.

His most precious asset, good will, is melting fast. In a year or so a reputation built up, bit by bit, over a period of ten or twenty years is dissipated.

No firm can cut off contact with its field without losing ground, a loss that mounts in geometric progression. There are no exceptions. Keep your name before your field or you will be forgotten. It is as inevitable as death or taxes. And never was this dictum truer than it is right now, with the extraordinarily high rate of change in personnel that prevails in every field. Colonel Chevalier of *Engineering News-Record* is authority for the statement that in 1931 less than one-third of the men in industry held the same position at the same address. Certainly the change in 1932 was no less marked.

Warehousing has had its mortality the same as other industries, but there is one certain way to know who the live ones are: that is by reference to *Distribution and Warehousing*—and if your advertising is not included in the warehouse section of this important media, put it there quickly.

Shippers will value *Distribution and Warehousing* more in 1933 than ever before to guide them in "who is who" all over the country. It is a sad state to be in where a warehouseman feels he must drop his advertising at such a critical period. The wise storager will do more advertising than in ordinary times, and, of course, will benefit more than his competitor who ceases advertising.

"Andy"

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

Feb. 3-5 Mayflower Warehousemen's Association Indianapolis
Feb. (2nd week) Texas-Southwest Warehouse & Transfermen's Assn. Oklahoma City
Feb. 16 Pennsylvania Furniture Warehousemen's Association Philadelphia
Feb. 19-21 California Van & Storage Association Fresno
Feb. 21 Massachusetts Warehousemen's Association Boston
February Maryland Furniture Warehousemen's Association Baltimore
February New York State Assoc'n of Refrigerated Warehouses
February 17 Ohio Warehousemen's Association Columbus
March Washington State Warehousemen's Association To be announced
March Oregon State Warehousemen's Association To be announced
April Maryland Warehousemen's Association Baltimore

April Minnesota Warehousemen's Association To be announced
April Missouri Warehousemen's Association St. Joseph
April Pacific States Cold Storage W. A. To be announced
May American Institute of Refrigeration Washington, D. C.
May California Warehousemen's Association To be announced
June Illinois Central Warehousemen's Assoc'n of To be announced
June Illinois Furniture Warehousemen's Association Chicago
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BIRMINGHAM, ALA.

1880—Over Fifty Years of Honorable Service—1933

HARRIS TRANSFER and WAREHOUSE CO.
FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING
Prompt Service—Accurate Accounting
First Avenue, at 13th Street, South

Members: A. W. A., N. F. W. A., S. O. W. A., ALA. T. & W. A.

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in
Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.

WITTICHEN
Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise

Members of A.W.A.—M.W.A.
Agents: Aero Mayflower Transit Company

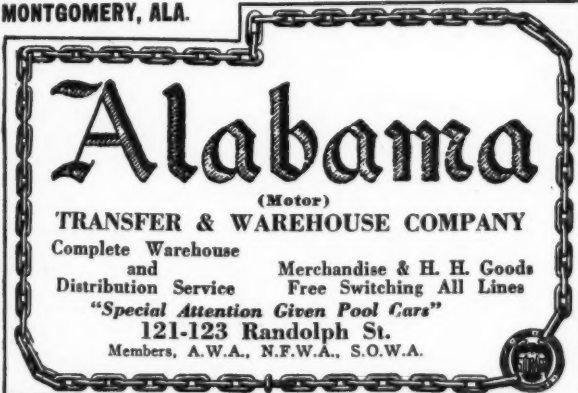
MOBILE, ALA.

Merchants Transfer Company

16 South Commerce St.

Heavy Hauling
Pool Cars and General Merchandise—Bonded
Ample Responsibility—Prompt Accounting
All Railroads

MONTGOMERY, ALA.



Alabama
(Motor)
TRANSFER & WAREHOUSE COMPANY
Complete Warehouse
and Merchandise & H. H. Goods
Distribution Service Free Switching All Lines
"Special Attention Given Pool Cars"
121-123 Randolph St.
Members, A.W.A., N.F.W.A., S.O.W.A.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.
210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., S.O.W.A.

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

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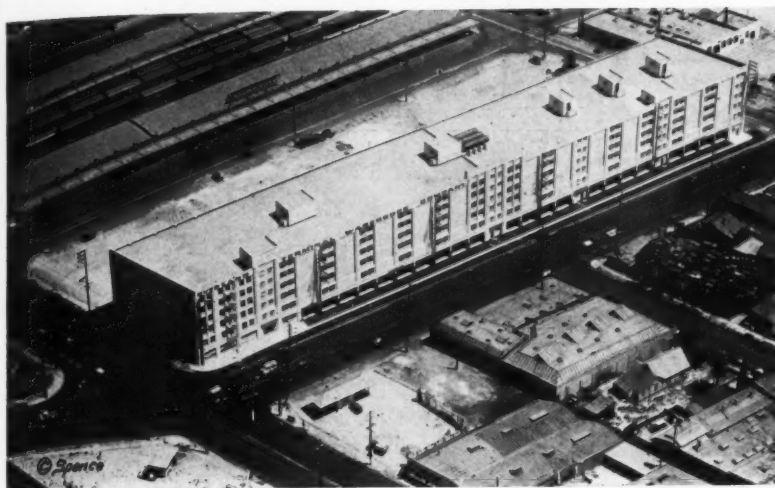
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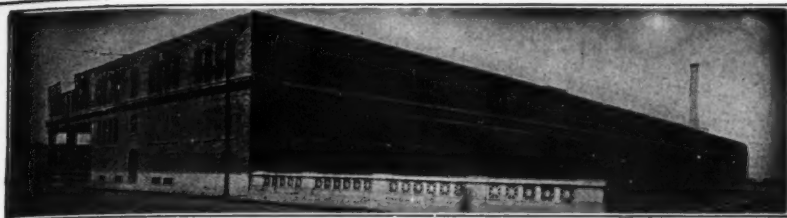
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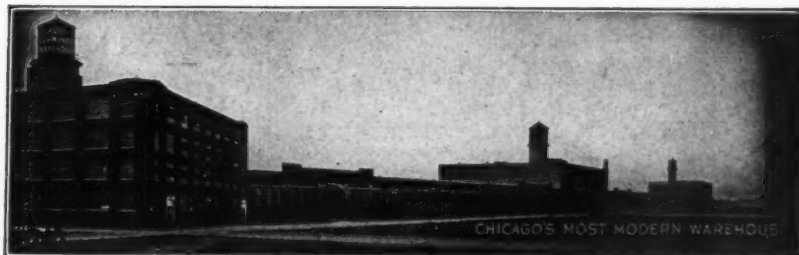
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Garage and Warehouse B, 719 W. Erie St.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,

North Shore Electric and Aurora and Elgin Elec., and their connections—
handled without Cartage Charges.

Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
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*Represented by***NATIONAL WAREHOUSING, Inc.**CHICAGO
519 W. Roosevelt Rd.NEW YORK
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**TOOKER STORAGE and
FORWARDING CO.**

(ESTAB. 1903)

STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION
FINEST RAILROAD FACILITIES
LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

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Merchandise Storage and Distributors

WAKEM & McLAUGHLIN INC

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MAIN OFFICE--225 E. ILLINOIS ST., CHICAGO

Prompt Delivery and Best of Service

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STORAGE
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PACKING
SHIPPING

Chicago Shipments
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Consigned to
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Large Shippers of Household Goods

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N.F.W.A.—I.F.W.A.

Many of our tenants—
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**"we never had such
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"Same-day delivery!" Western Warehousing
Co. have become noted for this. Orders re-
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This is but one of many examples of West-
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Western Warehousing Co. work for and with
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house is located at a great railroad terminal,
near downtown Chicago. This is a constant
advantage for those we serve. It means con-
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Western Warehousing Co. thus have not only
the will to serve you better but the facilities
with which to do it. Every business that sells
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Let us explain how we cooperate with you.

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Wabash 6507

E. H. HAGEL,
Superintendent



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The only fireproof warehouse in Danville.
Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.
American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

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Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER—STORAGE

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BONDED : : LICENSED : : INSURED CARRIERS

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Merchandise and Furniture Storage, Long Distance Hauling.
Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 300 Brook Street

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Telephones 501 and 502

Joliet Warehouse and Transfer Company
Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

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FIREPROOF WAREHOUSE

FREIGHT DISTRIBUTORS FOR MOLINE, ROCK ISLAND, EAST MOLINE AND SILVIS, ILL., DAVENPORT, IOWA, AND UPPER MISSISSIPPI VALLEY
Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning. We don't expect your account unless we can show you a definite advantage over present methods.

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All Points of the Compass



Peoria is the logical center of distribution for Illinois.

We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

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—FREE SWITCHING

SPARKLING SERVICE

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160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS
FEDERAL BARGE LINE TERMINAL

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LOCAL AND LONG DISTANCE HAULING

FIREPROOF VAULTS

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CORNER GOVERNOR AND ILLINOIS STREET

We protect your interests and satisfy your customers

EVANSVILLE, IND.

"On the banks of the Ohio"

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Combination River-Rail Truck Terminal & Warehouse

90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

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120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage.

Office and Warehouse Space to Lease or Rent.

RIVER, RAIL, TRUCK FACILITIES. Operating Evansville. Central Union Truck Terminal, Inc. Store door delivery service to 300 towns in Southern Indiana, Illinois and Western Kentucky.
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FORT WAYNE [WITH MIGHT AND MAIN]
STORAGE CO. [THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
Wabash R. R.—Private Sidings—Pool Car Distribution

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"Fireproof" Buildings

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

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Members N.F.W.A., Allied Van Lines

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Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

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SPACE LEASES—MERCHANDISE STORAGE—
LOW INSURANCE—POOL CARS DISTRIBUTED—
TRUCK DELIVERIES



DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.
Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal.

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Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering Des Moines

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222 W. Merrill St., Indianapolis, Ind.

Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

Free Switching

Modern Facilities

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General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

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POOL CAR
DISTRIBUTION

"Service That
Satisfies"

TRIPP WAREHOUSE COMPANY

MERCHANDISE AND MACHINERY STORAGE

Centrally located in Shipping District
Private siding—C. C. C. & St. L. R. R.

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Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

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Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.
See "Omaha, Neb."

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house

MERCHANTS
TRANSFER & STORAGE CO.

9th
&
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TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to every detail.

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.

(PLEASANT J. MILLS)

120 So. FIFTH AVE.

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Moving: Packing: Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and from All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., N. F. W. A., Ia. W. A., Mo. W. A.

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Hub of Northern Iowa
and Southern Minnesota Territory

MASON CITY WAREHOUSE CORP.

Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

OTTUMWA, IOWA

DAGGETT-HAW COMPANY

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Warehousing and Distribution of Pool Cars.

Private Switch Tracks—Connections with C. R. I. & P.—O. B. & Q.—

Wabash and C. M. St. P. & F. Railroads.

A Fleet of ten Motor Trucks

Can take care of your every requirement on Merchandise and Household Goods

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Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
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Merchandise Storage.

An Ideal Distribution Point for Kansas.

Member N. F. W. A.—K. W. & T. A.

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Sales Building Distribution

BY

Overnite Delivery to Points Between Wichita and Denver
Merchandise Storage—Carload Distribution
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HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.

CODY**Transfer & Storage Co.**Fireproof Warehouse—Merchandise and Household Goods
Private siding—Free switching—Pool car distribution

KANSAS CITY, KANSAS

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738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

TOPEKA, KANSAS

N. F. W. A. A. W. A.

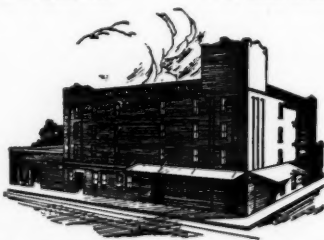
O. H. White, Pres.

E. F. Dean, Sec.

W. F. Atell, Treas.

**THE TOPEKA
Transfer &
Storage Co.,
Inc.**

Established 1880

**Three Houses for
Merchandise and
Household Goods**

Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service***Brokers Office & Warehouse Co.**

Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOUNot something for nothing, but doing what you want
done intelligently, economically and promptly.**AT YOUR SERVICE**

WICHITA, KANSAS

The Central Warehouse and Storage Corporation135-141 North Santa Fe Street, Wichita, Kansas
Established 1914

Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete, fire-proof building. Very low insurance rates. One hour watchman service. Located on the Wichita Terminal Association and Atchison, Santa Fe railroad track. Chicago Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.

"Courtesy and Service"

WICHITA, KANSAS

J. C. CASSELL, Pres. A. E. LAIRD, Gen. Mgr.

Cassell
TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

123-124-125 North Rock Island Ave.

In the Heart of the Wholesale District

Established in 1921

We offer every service known to modern warehousing and distribution.

Our rates are reasonable. Will quote by request. All inquiries cheerfully answered, and references furnished.

Member: K. W. & T.—Wich. T. & A.

WICHITA, KANSAS

**MID-CONTINENT
WAREHOUSE COMPANY**
BONDED

East William St., Commerce to Santa Fe

**MERCHANDISE STORAGE
DISTRIBUTION**A SUPERIOR SERVICE REASONABLY
AND INTELLIGENTLY RENDERED

CHAS. KNORR, Manager

Telephone 3-5289

Forty years' experience in handling merchandise

WICHITA, KANSAS



Merchandise Warehouses

STORAGE

FORWARDING

AND

DISTRIBUTING

CAPITAL \$100,000.00

Write for our booklet

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2114 Central St.

Member of A. W. A.

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**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY**MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE**

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308 W. LIBERTY ST.

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\$750,000 CAPITAL

Louisville Member
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Gen'l Mds. ——— H. H. Goods

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OK
Fireproof Warehouse

STORAGE & TRANSFER CO.
INCORPORATED

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Operating
WAREHOUSES
Memphis
New Orleans
Louisville

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**SAFETY TRANSFER AND
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"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

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Alexandria, in the Heart of Louisiana

The meeting point of six railroads, giving quick service to every section of the State.

We operate the only Brick and Concrete Bonded Warehouse in the City. Private Spur Connection with all lines. Truck and Team Transportation, Long Distance Hauling. Prompt attention given inquiries.

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SECOND and XAVIER STREETS
Members of A. W. A. and N. F. W. A.

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Operating

Bonded Brick Warehouses for Merchandise and Household Goods Storage. Trucks for All Classes Drayage. Private Sidings Missouri Pacific Ry. Switching Limits All Rail Lines and River Connections. Our Traffic Department Will Help Solve Your Distribution Problems.

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Importers' Bonded Warehouse

and

Bienville Warehouses Corporation, Inc.

R. W. DIETRICH, President

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 340 Bienville St.

Member A. C. W.—A. W. A.

NEW ORLEANS, LA.

NEW ORLEANS

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

**MODERN STORAGE WAREHOUSES
MERCHANDISE DISTRIBUTORS**

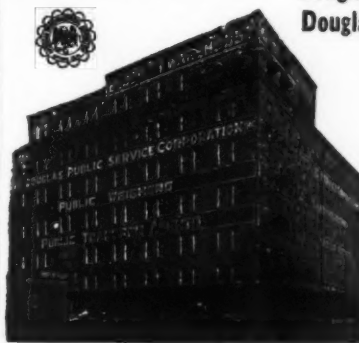
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Office: 402 N. Peters
Represented by National Warehousing, Inc.
New York, Chicago, San Francisco

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**Douglas Shipline Storage &
Douglas Public Service Corps.**



New Orleans, La.

Sprinklered storage—
1,050,000 square feet.
Mds. and Furniture.
Switch track capacity
—60 cars.

Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
Insurance Rates 12c. to 22c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

GALLAGHER

TRANSFER AND STORAGE CO., INC.

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Located on Mississippi River—Shipline connection.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WISE CO., Inc.

New Orleans, La.

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member

American Chain of Ware-

houses

American Warehousemen's

Association

National Furniture Ware-

housemen's Association



PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine
Storage, General Merchandise, Household Goods and Automobiles
Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.
Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President
Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

BALTIMORE STORAGE CO.

Charles and
26th Sts.
Fireproof
Warehouse

Every facility for the handling of your shipments

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.
Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896
Branch Offices: N. Y., Wash., Phila., Norfolk

**THE DAVIDSON
TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.
—President St. Station, P. R. R.—Hillen Station, W. M.
Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest and North Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs and Rug Cleaning.

General Merchandise Distribution—Store-door Delivery.
Pool Cars, Local Moving—Packing—Shipping.

Long Distance Moving—90 Mack Vans

Member of:

Maryland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association



BALTIMORE, MD.

SECURITY STORAGE CO.

15 W. NORTH AVE.

**FIREPROOF MODERN WAREHOUSE
MOTOR VAN SERVICE
EFFICIENT AND COURTEOUS MANAGEMENT**

C. J. HAMILTON, President

Members of

Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association
Canadian Storage & Transfermen's Association

BALTIMORE, MD.

Distribute your merchandise to your patrons
through Baltimore, Md., in car lots via Penn-
sylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

**The Terminal Warehouse Company
of Baltimore City**

Member of
American Warehousemen's Association, Maryland Warehousemen's Association,
Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore
Chamber of Commerce

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

BOSTON, MASS.

BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

BOSTON, MASS.

FOR BOSTON and VICINITY

Use This Complete Service

Every modern facility for handling shipments of household goods to Boston, including special equipment for lift vans and containers.

T. G. BUCKLEY Co.

690 Dudley St. Boston

Members—N. F. W. A.,—A. W. A.,—Mass. W. A.
A. V. L.,—Can. W. A.

Operating Dorchester Fireproof Storage Warehouse

BOSTON, MASS.

CONGRESS STORES, INC.

PERSONAL
SERVICE

GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST. BOSTON

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.
Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service
William F. Heavey, President and General Manager

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St. Boston (29) Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

FALL RIVER, MASS.

Mackenzie & Winslow,

Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

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PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Separate Rooms

Steam Heat

Elevator Service

Insurance and Transportation Supplied

Household Goods Packed and Shipped to all Points
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**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrous Fruits

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Daily Trucking Service to
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Telephone HANCOCK 8000 connecting all departments



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"We specialize in service."

Our service includes everything that a manufacturer, distributor, broker or agent desires for himself or his customers.

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A modern storage and distribution service. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 mile radius. Private rooms for storage of furniture and special facilities for moving, packing, crating and shipping of household effects. Also warehouses at Bridgeport and Hartford, Conn. Member of A. W. A., N. F. W. A., A. C. W., Springfield Chamber of Commerce. Hauling Member of the Allied Van Lines, Inc.

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HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

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handle, store and deliver, carload, less than carload or pool car shipments of general merchandise for manufacturers, agents and brokers. Daily motor trucking service to cities and towns within fifty mile radius.

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Logical Point of Distribution for Central New England

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STORAGE & DISTRIBUTING CO.**Storage and Distribution
of General Merchandise

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Best service in Northern Michigan

Private siding, Free switching service.

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Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

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PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR
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**We Have Doubled Our Facilities
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have been merged to increase their usefulness
in the warehouse field.**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

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Modern concrete buildings, fully sprinklered,
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merchandise and liquid commodities in bulk. Connected
directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

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**FEDERAL
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Personal Service that is different

Pool car distribution by our own trucks

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Try us and be convinced

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**MERCHANDISE WAREHOUSING
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located, assures very prompt delivery of goods to
our patrons' customers. Desirable offices for rent.
Quick service on pool cars. Prompt reshipments
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Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Ultra-Modern Plant Trunk Line Terminal Complete Service
Continent-wide Connections

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REMOVALS
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"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

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Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

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We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

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Thoroughly
Serving
Greater
Detroit



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The largest terminal warehouse in the heart of the city, United States is living up to its reputation for anticipating the numerous storage requirements of all types of commodities.

General merchandise, cold or sharp freezer service, receiving, forward-

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Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at one time at the unique truck docks which are away from the congested thoroughfares. Fireproof construction makes your insurance rates the lowest.

You will be pleased with United States service.

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PACKING and SHIPPING
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COMPLETE WAREHOUSING SERVICE

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Michigan's Leading Fireproof Storage Building
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Approximately 75% of All Commercial Storage in Grand Rapids

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"COLUMBIAN"Express Service at Freight Rates
within a radius of 60 Miles. We
deliver the goods.**The Largest Commercial Warehouse in Western Michigan****POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.****FREE SWITCHING***Located within 4 blocks of all Grand Rapids' Principal Freight Depots***COLUMBIAN STORAGE & TRANSFER CO.****GRAND RAPIDS****MICHIGAN**

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**THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN
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60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

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**THE LARGEST MERCHANDISE WAREHOUSE
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Moving—Packing—Storage**NATIONAL STORAGE COMPANY**

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SERVICE—SAFETY—SATISFACTION—GUARANTEED**MOVE—PACK—CRATE—TRANSFER****FIREPROOF WAREHOUSE—PRIVATE SIDING****Merchandise Storage—Pool Car Distribution***Member of A. W. A.*

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**RICHARDS
WAREHOUSES***Pool Car Distribution**Merchandise Storage**Freight Forwarding**Office and Display Space***PACKING—CRATING—SHIPPING****Penn. R.R. Siding—Free Switching****AWA — NFWA — MFWA — AVL**

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LANSING STORAGE COMPANY*The only modern fireproof warehouse in
Lansing exclusively for household storage.***RUG—TRUNK—SILVER VAULTS****WE KNOW HOW**

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RICHARDS WAREHOUSES**NFWA—AWA—MFWA—Allied Van Lines***Most central Lake port in Western Michigan.**Pere Marquette Trackage.***General Merchandise—Household Goods Moved—Packed—Shipped
Richards Storage Corporation, 410-420 Morris Street**

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Member—N.F.W.A., A.V.L., Mich.F. W. A.
GAUKLER FIREPROOF STORAGE CO.
Moving, storing, packing and shipping of household goods
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Operated in conjunction with
PONTIAC CARTAGE COMPANY
359 S. JESSIE ST. AT G. T. R. R.
Merchandise distribution and warehousing
Fireproof warehouse—Office space—Private siding

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SPRINKLER SYSTEM
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THE GATEWAY TO THE NORTHWEST

Cold
Storage



General
Merchandise

POOL CAR DISTRIBUTION
LOCATED IN THE HEART OF THE JOBBING DISTRICT
LOW INSURANCE RATE
R. D. ALWORTH, Pres. B. E. HALGREN, Gen. Mgr.

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Established 1880

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734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.
Local and long distance motor truck service.

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In Minneapolis—

Minneapolis Terminal Warehouse Company
provides complete storage and distribution services for the Northwest
market for many of the largest national distributors.

In St. Paul—

St. Paul Terminal Warehouse Company
offers identical services and facilities under the same management.
We invite your inquiries.

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MINNEAPOLIS ST. PAUL GRAND FORKS, N. D.

Complete Storage and Distribution Service
Throughout the Northwest

TRAFFIC, STORAGE AND DISTRIBUTION
ADVISORY SERVICE

MERCHANDISE STORAGE AND
DISTRIBUTION

OFFICES AND DISPLAY ROOMS

MOTOR TRUCK AND VAN SERVICE

FREE SWITCHING, ALL LINES

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Merchandise Warehouse
Center of Wholesale
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617 Washington Avenue
No. Minneapolis on G.N.
and Burlington

ST. PAUL

Merchandise Warehouse
8th & John Streets
St. Paul
On G.N. and Burlington



Household
Goods
Warehouse
Separate
Building at
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Avenue
on C.G.W.

Household Goods
Warehouse
9th and Fine
Streets
On G.N. and
Burlington



*Send for Free Folder of Northwest Traffic and Distribution Facts.

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The Northwestern

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PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIES

OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.—A.W.A.

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SKELLET Company

514 Second Ave. South, Minneapolis, Minn.

Owens and Operates

a modern fireproof warehouse of 110,000 sq. ft. with private
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Ballard Storage and Transfer Co. of St. Paul, with
125,000 sq. ft. of fireproof stor-
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ated by the same management.



Both warehouses equipped with
A. D. T. fire alarm.

Members of AWA—NFWA—
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Established 1895

WIDHOLM TRANSFER & STORAGE CO.
115 First St. No.

Storage of Merchandise and Household Goods.
Sprinkler System. Pool Car Distributors. Heavy Hauling.
Warehouse No. 2 on C. N. W. Tracks.



Here you get close to MINNEAPOLIS Buyers

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*"Service That Satisfies"***MOORHEAD
STORAGE AND TRANSFER CO.**

(Operated by Leonard, Crosset & Riley, Inc.)

A complete merchandise and pool car distribution Warehouse, Bonded. Steam heat and sprinkler system throughout entire building. On main line G. N. & N. P. Railways, our own private Terminals. Lowest insurance rates any storage warehouse in the Northwest.

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SB. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

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**CENTRAL WAREHOUSE COMPANY
SAINT PAUL-MINNEAPOLIS**

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE**DISTRIBUTION COLD STORAGE**

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

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Located at Strategic Distribution Centers*

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FIDELITY STORAGE & TRANSFER CO.**HIGH GRADE STORAGE ACCOMMODATIONS.**

Office: 38 East Fourth Street

Pooled Cars Distributed Two Warehouses Fireproof on Ry. Trackage

HIGH GRADE STORAGE ACCOMMODATIONS

Merchandise and Household Goods

Let Fidelity serve as your branch house.

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In St. Paul—

St. Paul Terminal Warehouse Company
provides complete storage and distribution services for the Northwest market for many of the largest national distributors.

In Minneapolis—

Minneapolis Terminal Warehouse Company
offers identical services and facilities under the same management.
We invite your inquiries.

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RICKS STORAGE CO.**BONDED WAREHOUSEMEN**

Complete Warehouse Facilities for Storage and Distribution MERCHANDISE

Experienced Organization and Equipment for

MOVING, PACKING and STORING HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICCR Co., Low Insurance Rate

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JOPLIN, MO.

Tonnies Transfer & Storage Co.

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Joplin, Mo.

Distribution and storage of merchandise

Fireproof warehouses—Motor van service

On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

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"THE HEART OF AMERICA"**ADAMS****TRANSFER & STORAGE CO.**

228-236 West Fourth Street.

"Surrounded by the Wholesale District"

Merchandise Storage—Low Insurance

Rates—Pool Car Distribution—Freight

Forwarders and Distributors—City

Delivery Service, twice daily—Prompt

and Efficient Service—Excellent Sys-

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American Warehousemen's Association,
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RELIABLE
REASONABLE

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CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

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SPACE LEASES—TRUCK DELIVERIES

POOL CARS DISTRIBUTED—LOW INSURANCE

TWO CENTRAL LOCATIONS

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

Downtown Warehouse—2004 Grand Ave.

In Retail District—Close to Union Station

"50 YEARS OF KNOWING HOW"

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**CROOKS TERMINAL
WAREHOUSES***"Kansas City's Finest Warehouses"*

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal
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KANSAS CITY, MO.

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KANSAS CITY, MO.

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KANSAS CITY, MO.

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
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**THE ONLY WAY
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COMPANY**

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Storage and Drayage
Pool Car Distributors

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Track connections with all
railroads.

In the heart of the Freight
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"30 years of continuous service."

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RADIAL WAREHOUSE COMPANY

POOL CAR

Shipments Forwarded Without Drayage Charge

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Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

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Write for our booklet

"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

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"Right in the Midst of Business"

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New York Rep.: George W. Perkins
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For Speedy Deliveries

BROOKS TRUCK CO.

Fast Freight and Refrigerator Truck Service
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.
Water and dirt proof vans. We also distribute carloads from Marshall
to intermediate points. Storage facilities.

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ESTABLISHED 1913

Unsurpassed Facilities for Handling
Household Goods, Fireproof Warehouse

Your Interests Will Be Safely Guarded

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S. N. Long Warehouse
ST. LOUIS

"Business Making Service"



ST. LOUIS, MO.

St. Louis Mart, Inc.

Warehouse Division



Merchandise Storage

State and U. S. Customs Bonded

12th Blvd. at Spruce St.

St. Louis, Mo.



**ST. LOUIS TERMINAL
WAREHOUSE CO.****Largest Warehouse Organization
in St. Louis**

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

926 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

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POOL CAR DISTRIBUTING, FORWARDING, FREIGHT630 Utah Ave. and 802 So. Arizona St.,
Butte, Montana

Member, A.W.A.—N.F.W.A.—Tr. & Storage's Assn. of Mont.

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1876

1932

Borley Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF

BONDED

FREIGHT TRUCK CONNECTION TO ALL OF THE
CENTRAL PART OF THE STATE**LINCOLN, NEBR.**100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street**SULLIVANS**

1889

44 Years of Continuous Service

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Merchandise and Household Storage—Pool Car Distribution.
General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANSTransfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.**LINCOLN, NEBR.****UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

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Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.
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OMAHA, NEB.

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CENTRAL STORAGE & VAN CO.

MAIN OFFICE...1101-13 JACKSON ST.

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FIREPROOF WAREHOUSE...TRUCKAGE...MOTOR TRUCKS

OMAHA, NEBR.**FIDELITY STORAGE AND VAN COMPANY**

State Bonded Warehouse

Merchandise and Household Storage

Pool Car Distributor

Union Pacific Siding—Free Switching

Low Insurance Rates

Office, 1107 Howard Street

Omaha, Nebr.

OMAHA, NEB.

Member of N. F. W. A.—A. W. A.

FORD BROS
Van & Storage Co.

Moving, Storage, Crating, Pool Cars,
Moth Proofing, Merchandise—just a
few of the items included in our
modern service.

Fireproof warehouse. Ray A. Ford,
President; Roy V. Ford, Treasurer.
Use our service!

OMAHA, NEBRASKA

(See "Council Bluffs, Iowa")

**OMAHA, NEB.****GORDON**
Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage.
We handle pool cars, merchandise and household goods.
Trucking service. Let us act as your Omaha Branch.

MEMBER OF

DISTRIBUTION SERVICE, INC.

Main Office 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

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THE TERMINAL WAREHOUSE CO.

MAIN OFFICE 1013-23 JONES ST.

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Stiles Express

Office 204 Main St.

STORAGE WAREHOUSE

Household Goods and Merchandise
Storage, Shipping. Pool Car Shipments.

ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE
WAREHOUSE CO.**

Office: 3520 Atlantic Avenue
Inter-City Auto Service Heavy Hauling
Fireproof Storage Warehouse



Member of N.F.W.A., N.I.F.W.A., A.W.A., A.V.L.

P. R. R. private
railroad siding
and storage
yard

Storage for
Goods and
Merchandise
Piano Moving

BRADLEY BEACH, N. J.

ASBURY PARK, N. J.

Reference any bank in our city

Anderson's Express & Storage
Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of
Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

THE PARK STORAGE WAREHOUSE CO.

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N. J.

Estimates Cheerfully Given Phones, Bell 1269, Eastern 34651

STORAGE, MOVING, PACKING AND SHIPPING

Auto Vans—No Road Too Long

Member: N. F. W. A. and N. J. F. W. A.

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Established 1887 R. T. BLAUVELT, President

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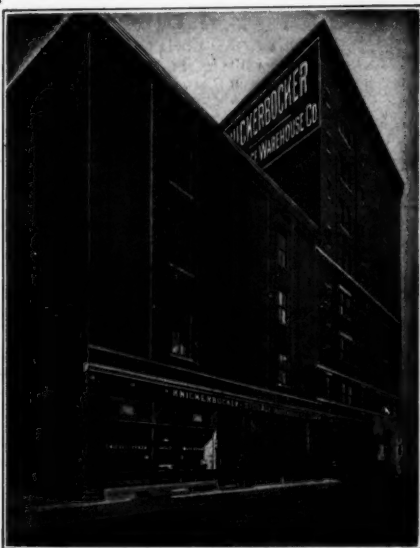
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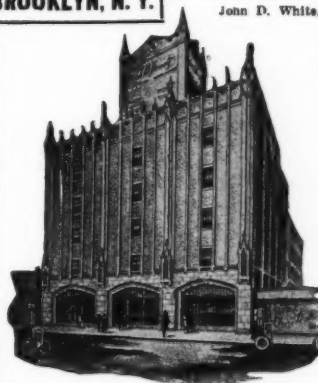
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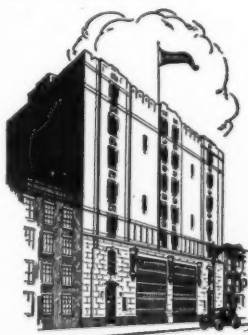
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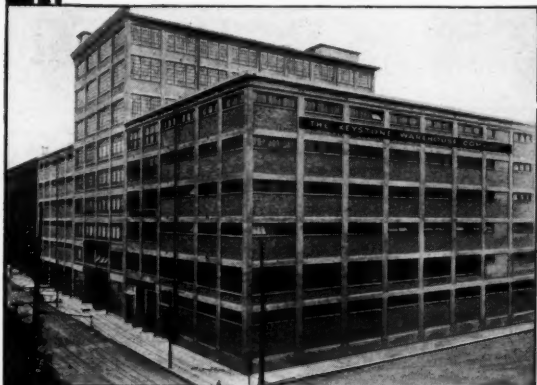
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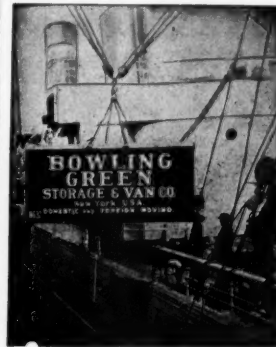
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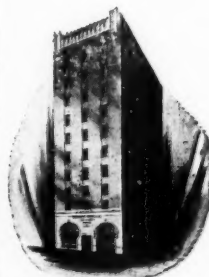
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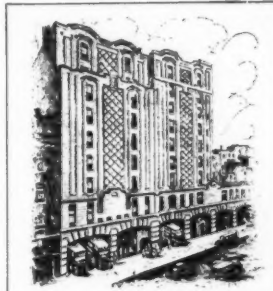
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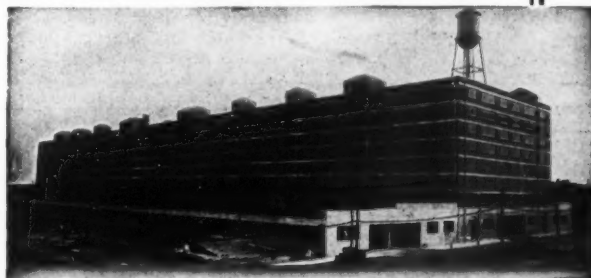
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EFFICIENCY • Merchandise handling is simplified. Trucks enter the building without street delay and are carried on 15-ton high-speed truck elevators direct to any floor without turning, where they load or unload from convenient pits. Freight elevators are adjacent to platform in rail yard.

ECONOMY • Floor space is adaptable for manufacturing purposes, display rooms and offices. Cantilever construction gives unobstructed natural light on all sides. Floor areas range from 52,000 to 124,000 square feet, the latter offering 600 feet of straight-line production, minimizing floor to floor movement and rehandling expense. Smaller units may be leased with all necessary changes made within ten days. The building is completely sprinklered and heated. Steam is furnished at prevailing rates.

All-day hospital service. Restaurant, news-stand and barber shop in the building. Fast passenger elevator service.

**BUILT TO MEET YOUR
NEEDS • INVESTIGATE
AND FIND OUT FOR YOURSELF**

Starrett Lehigh Building

26th to 27th Streets, 11th to 13th Avenues, New York City

D. R. CROTSLEY, Manager, 601 West 26th Street

NEW YORK, N. Y.

General Distribution and Freight Forwarding
from an Ultra-Modern Warehouse

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities backed by 15 years of freight
forwarding and transportation. Large fleet of fast
motor trucks for all kinds of distribution. Lehigh
Valley R. R. siding—10 car capacity—in the building.
Expert handling—domestic or foreign.

MULLIGAN MIDTOWN WAREHOUSE, INC.
Genl. Offices, Starrett Lehigh Bldg., 13th Ave. & 26th St.

NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

ROYAL WAREHOUSE CORP.
GENERAL MERCHANDISE
STORAGE—DISTRIBUTION—POOL CARS

Located in the Hub of Greater New York
Crane Equipped

Long Island City

New York

NEW YORK, N. Y.

SERVING
Greater
New York
and All Points
in
Westchester
County

SANTINI BROS., INC.
MOVERS—PACKERS—
SHIPPERS

General Offices 1405-11 Jerome Ave.
Tel.—JEROME 6-8000
Four Fireproof Warehouses
2,500,000 CUBIC FEET
POOL CAR DISTRIBUTION

NO. TONAWANDA, N. Y.

For Service in the Tonawandas

**THURSAM TRANSPORTATION
AND STORAGE CO.**

Offices—337 Payne Avenue
Storage and Distribution of Household Goods and
Merchandise. Private R. R. Siding, New York Central.
New, sprinklered building, low insurance.

POUGHKEEPSIE, N. Y.

For Service in Poughkeepsie

JOHN A. EIGHMIE
STORAGE WAREHOUSES

Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution. Pool Cars Distributed, Fleet of Motor Trucks

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.

Storage Moving **HOUSEHOLD GOODS** Packing Shipping
FIREPROOF AND NON-FIREPROOF WAREHOUSES
Main Office: Broad at Oak St.
Member N. F. W. A.

ROCHESTER, N. Y.

Clancy Carting and Storage Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

**MERCHANDISE
STORAGE**

Distribution

and Forwarding—Store Door Delivery

ROCHESTER STORAGE WAREHOUSES, INC.

SCHENECTADY, N. Y.

Schenectady Storage and Trucking

McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

Mdse. Storage

Private Siding

Pool Cars Handled

SYRACUSE, N. Y.

**Central, Modern, Fireproof,
Sprinklered**

**Manufacturers Are Requiring a More Exact
Service**

from warehouses. We know your requirements and are prepared to
satisfy you and your customers. Your branch, in fact, Central loca-
tion. Modern fireproof building. R. R. siding. Store door delivery
to any part of Central New York.

Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

Members:
American Warehousemen's Assn. Allied Van Lines, Inc.
National Furniture Warehousemen's Assn.
American Chain of Warehouses

The Men Who Distribute

'Necco Sweets'

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1897

MERCHANDISE

HOUSEHOLD
GOODSMOTOR FRT.
STORE DOOR
DELIVERYMEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

TARRYTOWN, N. Y.

**WASHINGTON STORAGE
AND WAREHOUSE**

Offices: 17 N. Washington St.

Household Goods Storage, Packing, Shipping, Pool Car Distribution.
Personally supervised service.

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Wm. H. Lanigan, Prop.

William Lee & Co.

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping
Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.
Sprinklered and Heated. Private Offices for Manufacturers' Representatives.Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.The Heart of New York State and natural distributing
point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

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Marcy-Buck & Winslow, Inc.General Storage, Trucking and Transfer
Fireproof Warehouse 25,000 Sq. Feet
Non-Fireproof Warehouse 30,000 Sq. Feet
Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—O. N. Y. W. O.

WEST NEW BRIGHTON,
STATEN ISLAND } N. Y.**MOVING AND
STORAGE****WILLIAM A. MORRIS, Inc.****NO**load too small
job too large
distance too far

66 Barker Street, West New Brighton, N. Y.

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**J. H. EVANS & SONS, Inc.**
45 Hamilton Ave.**MOVING — STORAGE**Packing — Crating — Shipping
Serving Entire County Agent U. V. S.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

BURLINGTON, N. C.

Barnwell Warehouse & Brokerage Co.

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.
Distributing trucks going to practically all points in the State daily.

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AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

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Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

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STANDARD BONDED WAREHOUSE COMPANY
1211 McCall StreetMERCHANDISE STORAGE AND DISTRIBUTION
PRIVATE SIDING MOTOR SERVICE

INSURANCE RATE 13½c.

Member A. W. A.

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MERCHANDISE STORAGEPool Car Distributors
Private Sidings**UNION STORAGE & WAREHOUSE CO., INC.**(BONDED)
1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25c

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E. C. LAND

Champion Storage & Trucking Co.

Storage and Distributing Merchandise

Truck Deliveries Within Radius of Fifty Miles.

Light Fast Trucks

213 E. Washington St., Greensboro, N. C.

GREENSBORO, N. C.



South Atlantic Warehouse Co., Inc.
Greensboro, North Carolina
Storage of Merchandise and Household Goods.
Forwarding Merchandise. Private Railroad Sidings.
Sprinkler System. Low Insurance Rate.
Pool Cars Handled Quickly.
MEMBERS: A. W. A., N. F. W. A.

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33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse
1121 South Front Street
Household Goods, Storage, Packing, Shipping
POOL CAR DISTRIBUTION MOTOR SERVICE
Use Private Siding—A. C. L. R. R.

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Established 1915

Lentz Transfer & Storage Company
Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—
General Merchandise Storage and Distribution—Household Goods Storage
—Packing—Shipping Direct R.R. Siding, Pool Car Distribution—Local
and Long Distance Moving.
Member of N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage—Household Goods
Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two
sprinkler equipped and two fireproof construction. Low insurance
rates. Common storage, cold storage and household goods. Ship in
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue
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L. J. DANIELS, Vice-Pres. & Gen. Mgr.

City View Storage Co.

70 CHERRY ST.

100,000 square feet of fireproof construction devoted to
household and merchandise storage. Also fire-
proof constructed individual rooms, Low insurance
rate.



LONG DISTANCE MOVING
Pool Cars and Spot Stock Accounts Solicited.
Private Siding B. & O. R.R.
Free Switching all Roads
Member Ohio Warehousemen's Assn.

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COTTER WAREHOUSES

INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household
goods and merchandise. Local and long distance
moving.

AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long distance moving.

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THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at
Second and Smith Sts. and at Sixth and Baymiller Sts.
Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,
etc., where a low temperature is maintained.
Special attention given to reshipping in L.C.L. lots the same day orders are
received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring
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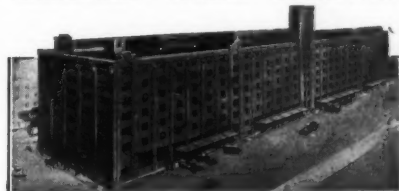
Low Insurance Rates. Sprinkler Systems.
Address: Second and Smith Sts. FRED W. BERRY,
Manager and Treasurer.
CONSIGN VIA BALTIMORE AND OHIO RAILROAD

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CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE—STORAGE—DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI OHIO

STORAGE
Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage
Penn. R.R. Siding

Pool Cars

Inter-City Truck Depot



CINCINNATI, OHIO

The Fred Pagels Storage Co.

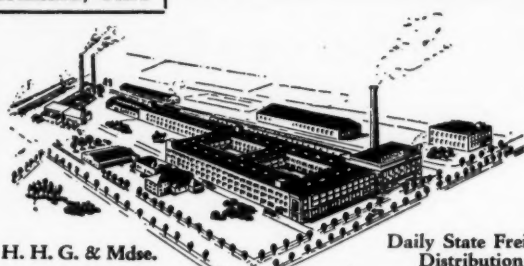
937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

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H. H. G. & Mds.

Daily State Freight
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A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

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**THE BEST WAREHOUSE LOCATION
IN CLEVELAND****THE CLEVELAND STORAGE COMPANY**

Offices—Guardian Bldg.

CLEVELAND, OHIO

Mercantile Storage and General TruckingBulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler
System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for
Distribution. Motor Truck Service.**THE CURTIS BROS. TRANSFER COMPANY**
Cleveland, Ohio
Member of A. W. A.

CLEVELAND, OHIO



Central Viaduct and West 14th St.

**Local, regional and storage-in-transit
service, offering every facility known
to modern distribution.**New
Ultra-Modern
PlantTrunk Line
Terminal
Complete Service

Continent-wide Connections

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**LEDERER
SERVICE
TERMINAL**

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.
Private Siding Erie Ry. East 37th St. Whse. In Northern Ohio Food Terminal Area

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DIRECT FROM FREIGHT CARSSHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.**LINCOLN STORAGE**

Geo. A. Rutherford, Pres. W. B. Thomas, Vice-Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

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NEAL**Offers You Free, Copies of Its Large Size
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here. It gives all the streets and locates the
Neal warehouses, which give city-wide service in
greater Cleveland.

Send for a free copy and have it on hand.

The NEAL Storage Co.

Cleveland

Ohio

CLEVELAND, OHIO

**THE
OHIO TERMINAL CO.**

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E.

CLEVELAND, OHIO

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FIREPROOF STORAGE**COLUMBUS WAREHOUSES, Inc.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

MEMBERS: O.W.A.

COTTER WAREHOUSES

INCORPORATED

MERCHANDISE STORAGE

AND

POOL CAR DISTRIBUTION

STORE DOOR DELIVERY

COLUMBUS, OHIO

Moving—Packing—Shipping—Storage



THE
FIREPROOF

Warehouse & Storage Co.

Pool Cars Distributed

1018-32 No. High St.

COLUMBUS, OHIO

COLUMBUS

in the Center of the Nation

The Merchandise Warehouse Co. in the Center of Columbus

Ready to serve you. Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warehouse.

THE MERCHANDISE WAREHOUSE CO. 370 W. Broad St., Columbus, Ohio

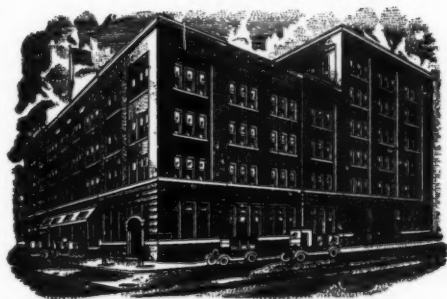
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MERCHANDISE STORAGE
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THE NEILSTON WAREHOUSE CO.

DAYTON, OHIO

THE GEM CITY Brokerage and Warehouse CO.

818 and 820 East Monument Ave.

Manufacturers' Distributors and Brokers of food products, storage, pool car distributors, store door delivery, private siding, Big 4 R.R. free switching from all lines.

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THOS. F. LARKIN

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925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

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MERCHANTS TRANSFER COMPANY

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Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

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WRIGHT

TRANSFER & STORAGE CO.

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS

WRight Service to Meet Your Requirements.

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Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

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Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

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Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet
Reinforced Concrete

Household Goods Packed,
Shipped and Stored

Distribute Household
Goods and Merchandise,
Pool Cars, Long
Distance Moving.

Consign C. L. Shipments
P. C. C. & St. L.

Members:
N. F. W. A.—O. W. A.



TOLEDO, OHIO

Great Lakes Terminal Warehouse Co.
of Toledo

355 Morris Street

Merchandise Storage and Distribution
Store Door Delivery Complete Service

Private siding New York Central and B. & O. R.R.

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.

128-133 Vance St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A.

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"21 YEARS OF SERVICE IN DISTRIBUTION"

CITY TRANSFER & STORAGE CO.

Two Private Sidings—Big Four and B. & O. R.R.

Our Own Fleet of Motor Trucks for Local and
Intercity Deliveries

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

EST. 1887

CRATING—PACKING—MOVING

STORAGE
YOUNGSTOWN, OHIO

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The Enid Transfer and Storage Co., Inc.

Located on a spur of the St. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

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Commercial Warehouse Co.

Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING

HOUSEHOLD
GOODS

MERCHANDISE

MEMBERS
NFWA, A.W.A.,
Am. Grain Dist.
Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company
 Merchandise Warehousing
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Free Switching
Private Trackage
P. O. Box 1222

50,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.

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INCORPORATED

WE HAVE AMPLE TRACK FACILITIES

Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
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We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Associations

TULSA, OKLA.

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GENERAL WAREHOUSING & DISTRIBUTION
CLOSE TO RETAIL DISTRICT
LOW INSURANCE SPRINKLER SYSTEM

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Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

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OUR BUSINESS IS MOVING

Fire Proof Warehouse
Merchandise and Household Goods Storage
Oklahoma's Leading Warehouse

Tulsa Terminal Storage & Transfer Co.
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Members A.W.A., N.F.W.A., A.C.W.

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Shugart Transfer and Storage

MOVING, PACKING, SHIPPING

Receivers and Distributors of Freight in Car Lots

Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.

1002 Ninth St.

Woodward, Okla.

KLAMATH FALLS, ORE.

State No. 187

Licensed

Bonded 1918

Frostproof

PEOPLES WAREHOUSE

"If Storable, We Store It"

Complete Distribution

MOTOR FREIGHT TERMINAL—S. P. TRUCKAGE

Reference: Any Bank in Klamath Falls

PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act.

Merchandise, Storage and Distribution.

Private Siding. Free Switching. Sprinklered.

450 GLISAN STREET

PORTLAND, ORE.

HOLMAN TRANSFER CO.
480 HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTY

Member A. W. A.—Amer. Chas.
Established 1864

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

175 15th St., North, PORTLAND, OREGON

PORTLAND, ORE.

OREGON TRANSFER COMPANY
Established in 1848
474 Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES
Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped.
Member A. W. A.
Eastern Representatives Distribution Service, Inc.

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**DISTRIBUTION
A SPECIALTY**

Low Rates Prompt Service
Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—32 Motor Trucks
Just consign Your LCL or Carload Shipments

TO
RAPID TRANSFER & STORAGE CO., INC.
200-208 OAK ST.
PORTLAND, OREGON
and we will do the rest.

PORTLAND, ORE.

Rudie Wilhelm, Pres.
RUDIE WILHELM WAREHOUSE CO.
70,000 Sq. Ft. Fireproof Concrete Storage Space
ADT Automatic Sprinkled System
Household Goods and Merchandise Distribution
Portland Commercial Agents: Judson Fr't Fw'd'g Co.

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500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGE

Serving
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.



LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

DONORA, PA.

**AL ZEFFIRO
TRANSFER & STORAGE**

Gen. Offices: 8th St. and Meldon Ave.
Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution.
Specialists in Pool Car Distribution and Long Distance Hauling



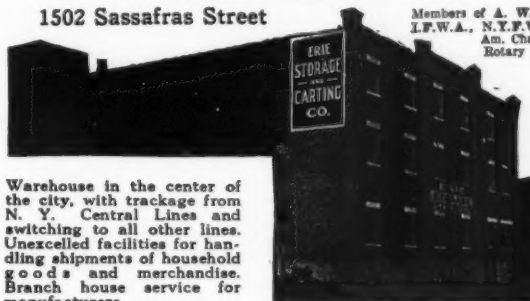
The Men Who Distribute
Quality Brands
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and consult the Shippers' Index

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Warehouse in the center of
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Branch house service for
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Daily truck connections to points within 100 mile radius.
Largest trucking concern in Central Pennsylvania.

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Private Siding. Specify B. & O. Delivery



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Overland hauling. Piano moving. Furniture packing a specialty.

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Absolutely Fireproof

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Storage, moving and distribution of household goods and merchandise.

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Fidelity—20th Century Storage Warehouses

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LEAH ABBOTT, Secy.

This type vans for speedy delivery anywhere. We distribute
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Trackage Facilities for 143 Cars. Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.
EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.
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HOUSEHOLD GOODS, STORAGE,
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Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

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Pool Cars
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"33 Years of Service"

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 Complete Storage and Distribution Service
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 Private Tracks Connecting with All Railroad and Steamship Lines.
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135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
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Pool Cars distributed.

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Over 100,000 Sq. Ft. on Tennessee Central Railway
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Equipped with Automatic Sprinkler.

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Free Delivery from All Railroads on Car Lots

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Insurance Rate \$1.41 per \$1,000 per Annum

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Fire Proof Warehouse Space—Centrally Located

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Established 1912

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Storage—Drayage—Crating

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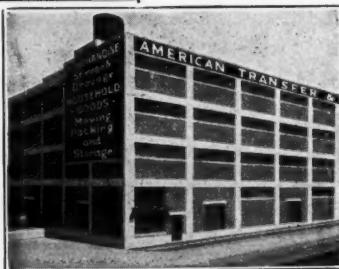
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STORAGE,
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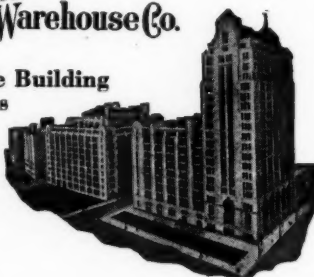
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Household Goods Stored, Moved,
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Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight line.
Furniture vans—equipment for heavy hauling.

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Complete Storage and Distribution Service

50 years of satisfactory service

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SCOBEE FIREPROOF STORAGE

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CAPACITY 1,250,000 CU. FT.

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Write for freight tariff to all
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Lowest insurance rate in San Antonio
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Merchandise Storage,
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Pool Cars Distributed



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Both Cold and Dry Storage

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Fireproof

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Over 1,000,000 cubic feet reenforced Concrete
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BUILDINGS. Separate units for storing different classes
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Our experience has been more than 20 years receiving and
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SERVICE AND CORRECT CHARGES ARE WATCH-
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Railroad siding—Motor trucks—Pool car service

Merchandise Storage and Distribution

Branch warehouse service combined with complete truck
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at reasonable rates.

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MERCHANDISE AUTOMOBILES HOUSEHOLD GOODS

THE BELL STORAGE COMPANY, INC.

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TWO MODERN SPRINKLER EQUIPPED WAREHOUSES ON RAIL
SIDINGS TOTALING 60,000 SQUARE FEET.

Motor Van Service. Low Insurance. Pool Cars Distributed
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION

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J. F. Speidel, Manager

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Triple "A" concrete building. A. C. L., siding.

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50 Years of Uninterrupted and Expert Service

Brooks Transfer and Storage Co., Inc.

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Fireproof Storage Warehouse—36,000 Square Feet Floor Space
—Automatic Sprinkler System—Lowest Insurance Rates in
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to All States East of Mississippi River.

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Established 1911

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Offices 9 North 22nd St.

Household Goods, Storage, Packing, Shipping, Merchandise Storage and Distribution.

Pool Cars Distributed. Large Motor Truck Fleet
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SWITCHING—MOTOR TRUCKS AND TEAMSMember, American Warehousemen's Association,
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600 Second St., S. W.

Roanoke, Virginia

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ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinklers

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

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BELLINGHAM, WASH.**FREEMAN TRANSFER**

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STORAGE WAREHOUSE ON RAILROAD TRACKAGE

CAR DISTRIBUTION
FIREPROOF STORAGEWE FEATURE LONG
DISTANCE HAULING

SEATTLE, WASH.

**CRONE
STORAGE
COMPANY, INC.**Storage, Moving
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Seattle, U. S. A.

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SEATTLE, WASH.Fireproof Warehouses 220,000 Square Feet
INSURANCE .13 Cents per \$100.00GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS

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